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I. FINANCIAL MEDIUM-TERM PLAN FOR 1991-1994

A. Financial plan process

1. The financial plan is a framework of projections which, to satisfy the specific financial requirements of UNICEF, has four main purposes:

(a) To estimate future general resources and supplementary funds income;

(b) To plan affordable levels of general resources programme expenditures;

(c) To plan the budgetary estimates necessary to support programme expenditures;

(d) To maintain the liquidity requirement.

2. The financial plan projects income on the basis of the results of the annual United Nations Pledging Conference for Development Activities, recent trends in contributions, fund-raising targets of the Programme Funding Office and the Greeting Card Operation (GCO) work plan. Expenditures are based on the outstanding amounts of approved programmes. Programme and budget plans, implementation experience and available resources provide the basis for the yearly phasing of expenditures.

3. The Executive Board approves financing from general resources and expenditures for the budget and for programme cooperation. UNICEF has a biennial budget cycle; the Executive Board reviews the proposed budget every two years. UNICEF prepares estimates of country programme cooperation to cover a longer period, usually four to five years, according to the national planning cycles of the countries involved.

4. General resources programmes prepared for approval by the Executive Board at any given session are such that the resulting expenditures, in combination with previously approved expenditures, permit the most effective use of the income estimated to be available in the following years.

5. Spending from supplementary funds, except in specific circumstances approved by the Executive Board, begins upon receipt of supplementary funds contributions for projects previously presented to and approved by the Executive Board.

6. Actual amounts of income and expenditures can differ from the plan since (a) income depends upon voluntary contributions; (b) the rate of expenditures depends upon many factors, some of which are beyond UNICEF control; and (c) fluctuation of rates of exchange, etc., add considerable uncertainty to income and expenditure projections.

7. UNICEF does not have temporary credit facilities to cover potential differences from planned income and expenditures. If general resources income is lower than estimated, the main regulators of expenditures are (a) the amounts of new programmes submitted to the Executive Board for approval; and (b) reducing the existing administrative and programme support budget.

8. The first regulator is slow and the second can provide only limited savings. Therefore, UNICEF must maintain a certain amount of cash as a liquidity provision to cover cash flow imbalances during the year and planning errors. To meet that requirement, the UNICEF liquidity policy recommends that the year-end general resources convertible cash balance equal 10 per cent of projected general resources income.

9. To manage the financial plan against uncertainties, UNICEF has a financial monitoring system that reviews monthly progress against the plan, identifies deviations and prompts corrective action as necessary. Furthermore, UNICEF revises the financial plan each year on a "rolling basis" to reflect the latest income estimates. The UNICEF financial planning officer uses those estimates to revise the annual expenditure phasing and to determine the level of estimated programme cooperation to be prepared for the following years.

10. The major purpose of the plan is to enable the Executive Board to review the performance of the previous year's financial plan as well as updated income projections. The plan provides the Executive Board with a basis for determining the total level of programme submissions that UNICEF should prepare for the 1992 session.

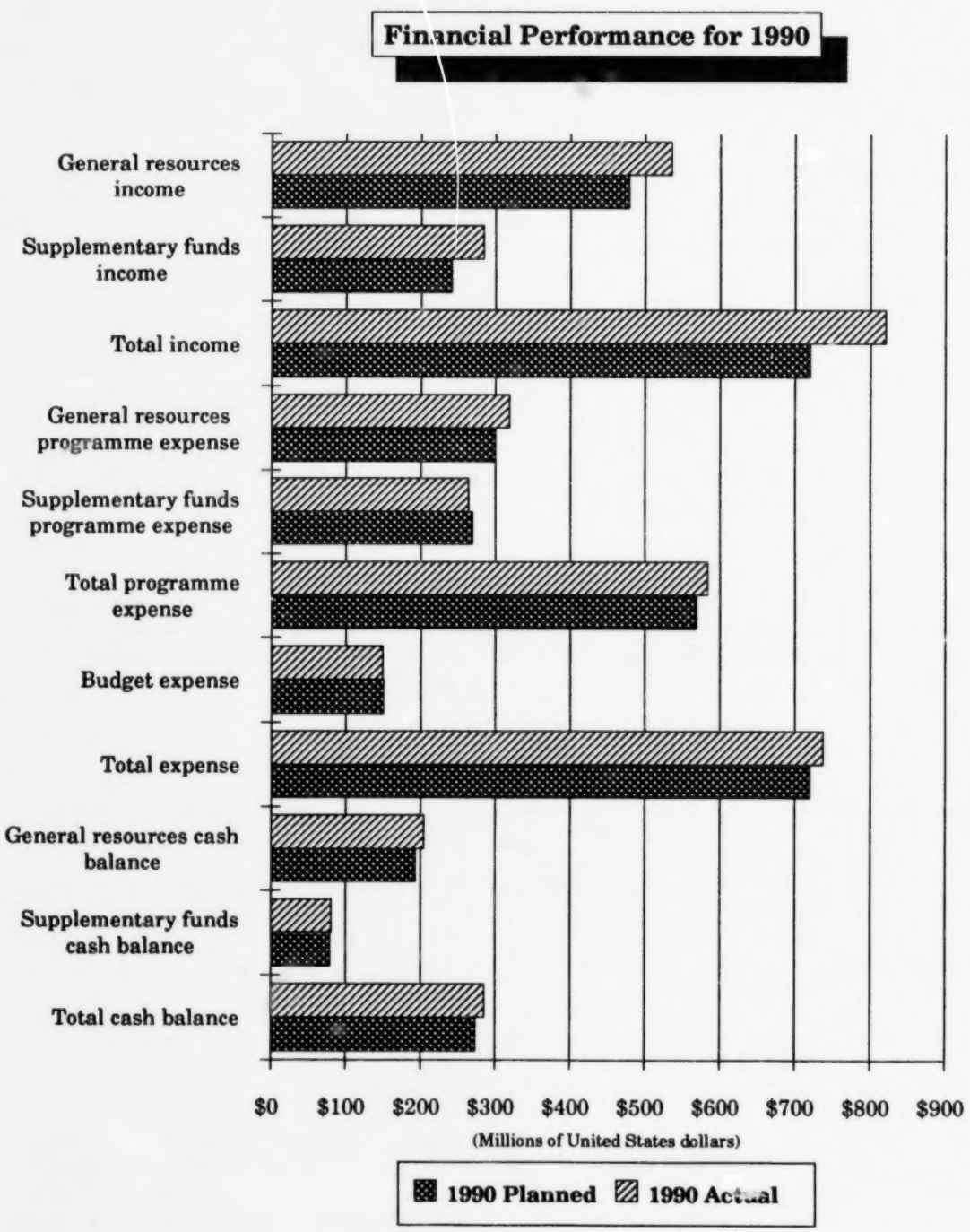
B. 1990 performance compared with the financial plan

11. Figure I provides a comparison between planned 1990 financial activities and actual 1990 results. The financial results show that 1990 was a very successful year for UNICEF. Both income and programme implementation exceeded the levels contained in the medium-term plan and showed a dramatic increase compared to 1989.

Income

12. General resources income from Governments for 1990 was $398 million. This is $19 million more than planned owing to higher than expected contributions of $4 million, and $15 million resulting from the decreased value of the United States dollar against other currencies. General resources income from non-government sources, including National Committees for UNICEF, was $27 million, $5 million greater than planned. A strong performance from GCO provided UNICEF with income of $90 million, $38 million greater than planned.

Figure I


Financial Performance for 1990
General resources income
Supplementary funds income
Total income
General resources programme expense
Supplementary funds programme expense
Total programme expense
Budget expense
Total expense
General resources cash balance
Supplementary funds cash balance
Total cash balance
$0
$100
$200
$300
$400
$500
$600
$700
$800
$900
(Millions of United States dollars)
1990 Planned
1990 Actual

13. Total general resources income was $536 million, $57 million greater than planned.

14. Supplementary funds income for 1990 was $285 million, $43 million greater than planned. Contributions to supplementary-funded programmes totalled $228 million, $26 million greater than planned, while contributions for emergencies were $57 million, $17 million greater than planned.

15. The official devaluation of the Soviet rouble caused a $31 million decrease in the value of the balance sheet as UNICEF cash holdings in roubles were revalued at the lower rate. When partially offset by balance sheet gains in other currencies, the net result is a loss owing to a balance sheet revaluation of $14 million. Although the devaluation of the rouble impacts UNICEF financial statements, the devaluation will have almost no effect on planned programme spending levels. When the 1990-1993 financial medium-term plan was prepared, programme spending levels were based on the assumption that most expenditures would be made from the convertible cash resources of UNICEF. As a result of that assumption, the devaluation of the rouble will have a minimal effect on the planned operations of UNICEF.

16. Total UNICEF income for 1990 was $821 million, $100 million higher than the medium-term plan level.

Expenditures

17. General resources programme expenditures were $319 million, $19 million greater than planned. The additional $19 million was not the result of overexpenditures, but rather the result of a decision to fund several high-priority supplementary-funded projects from general resources.

18. Budget expenditures net of Supply Division warehouse recovery for 1990 were $150 million, $1 million less than the medium-term plan level.

19. Supplementary fund programme expenditures for the year were $265 million. This was $5 million less than the medium-term plan target.

20. Total expenditures in 1990 were $738 million, $17 million higher than the medium-term plan amount.

Cash balances

21. In addition to income and expenditures, movements in non-cash assets and liabilities on the balance sheet also affect year-end cash balances. Increases in assets have a negative impact on cash balances; increases in liabilities have a positive impact on cash balances.

22. Contributions receivables are the largest non-cash asset on the UNICEF balance sheet. General resources contributions receivable increased by $51 million in 1990, primarily because a major donor had not paid its 1990 contribution by the end of the year. The high level of supplementary funds

pledged in 1990 resulted in an increase to supplementary funds contributions receivables of $16 million.

23. General resources accounts receivable rose by $28 million in 1990. This increase was primarily due to increased sales at GCO.

24. Contributions for following years received in advance is currently the largest liability on the UNICEF balance sheet. For general resources, this account increased by $53 million in 1990 because a major donor paid most of its 1991 contribution to general resources in December. For supplementary funds, the balance in this account has decreased each year since the adoption in 1988 of the accounting policy that recognizes income for pledges covering several years all in the year the pledge is made. In 1990, the account decreased by $36 million.

25. The net effect on general resources cash balances of all changes in non-cash assets and liabilities was to decrease cash by $29 million. For supplementary funds, the net effect on cash balances of all changes in non-cash assets and liabilities was to decrease cash by $47 million.

26. The ending 1990 general resources cash balance was $205 million. This was $11 million greater than planned. The general resources cash balance consists of convertible currencies ($179 million) and non-convertible currencies ($26 million).

27. The 1990 supplementary funds cash balance was $81 million, $1 million less than the medium-term plan.

28. The total ending 1990 cash balance (excluding funds-in-trust) was $286 million. This was $12 million more than the level forecast in the medium-term plan.

C. Financial plan for 1991-1994

Income projections for 1991-1994

29. Income projections from various sources are shown in table 1 below. These projections are set for planning purposes and do not imply a commitment on the part of individual donors as all contributions to UNICEF are voluntary. They are in United States dollars using United Nations rates of exchange for March 1991.

Table 1. UNICEF income projections

(In millions of United States dollars)

	Actual		Planned	Projections					
				1992		1993		1994	
	1989	1990	1991	a/	b/	a/	b/	a/	b/
General resources									
Governments	329	398	419	444 - 471		472 - 522		503 - 573	
Non-government sources	21	27	28	29 - 31		30 - 32		31 - 33	
GCO	49	90	81	85 - 98		90 - 103		97 - 111	
Other income	24	21	27	23 - 23		21 - 21		21 - 21	
Total	423	536	555	581 - 623		613 - 678		652 - 738	
Supplementary funds									
(a) Projects									
Governments	128	160	173	187 - 197		202 - 219		218 - 243	
Non-government sources	60	61	66	71 - 75		77 - 83		83 - 92	
United Nations	2	4	4	4 - 4		4 - 5		4 - 5	
Other income	-3	3	0	0 - 0		0 - 0		0 - 0	
Subtotal	187	228	243	262 - 276		283 - 307		305 - 340	
(b) Emergencies									
Governments	41	40	43	35 - 35		35 - 35		35 - 35	
Non-government sources	8	11	12	10 - 10		10 - 10		10 - 10	
United Nations	8	6	5	5 - 5		5 - 5		5 - 5	
Subtotal	57	57	60	50 - 50		50 - 50		50 - 50	
Total	244	285	303	312 - 326		333 - 357		355 - 390	
Total income	667	821	858	893 - 949		946 - 1 035		1 007 - 1 128	

a/ These moderate income projections are used as the basis for determining programme and budget expenditure levels in the medium-term plan.

b/ These higher income levels are presented here as a target for UNICEF fund-raising efforts. Should these levels of income be achieved, the programme expenditure levels contained in the medium-term plan would be revised upwards.

30. Table 1 shows the yearly projections of income for the period 1991-1994 as a range. The lower end of the range represents a moderate income growth projection. UNICEF uses this projection to determine the programme and budget expenditure levels presented in the medium-term plan. The higher end of the range represents the target level for UNICEF fund-raising efforts. Should UNICEF achieve the higher levels of income, the programme spending levels contained in the medium-term plan would be revised upwards. Since the medium-term plan uses the lower end of the range to determine spending levels, these are the income projections that appear in all the remaining tables and text in the present document.

31. The financial plan forecasts total income of $858 million for 1991, a 4.5 per cent increase over 1990. The plan forecasts that total income will exceed $1 billion by 1994, using an average annual growth rate of 5 per cent over the 1991-1994 medium-term plan period. The actual average annual growth of UNICEF for the five years preceding the plan was 17.7 per cent.

General resources income

32. The financial plan forecasts total general resources income to be $555 million in 1991. For the period 1992-1994, total general resources income is expected to increase at an average annual rate of 5.5 per cent, reaching $652 million in 1994. The various sources of general resources income are shown in table 1. The breakdown is as follows:

(a) Government contributions. Based on the result of the November 1990 Pledging Conference, additional pledges and the most recent expectations, the financial plan forecasts government contributions to be $419 million in 1991. For the period 1992-1994, the financial plan forecasts an average annual growth of 6.3 per cent;

(b) Non-government contributions. The financial plan calls for non-government contributions to increase by $1 million a year, from $28 million in 1991 to $31 million in 1994;

(c) GCO. The projections are a reflection of the current GCO work plan, adjusted for the effects of the timing difference between the GCO and UNICEF fiscal years. Details of the GCO work plan are given in document E/ICEF/1991/AB/L.6. Net GCO income includes income from the sale of GCO products, private sector fund-raising and special fund-raising events and new initiatives. The financial plan forecasts that UNICEF will record income from GCO of $81 million in 1991 and that income from GCO will increase to $97 million by 1994;

(d) Other income. Other income consists primarily of interest income, exchange movement adjustments and other miscellaneous items. UNICEF will earn less interest as cash balances are reduced. Therefore, the financial plan projects other income to be $27 million in 1991 and to decline to $21 million by 1994.

Supplementary funds income

33. UNICEF receives contributions for supplementary funds for programmes and projects as well as for emergency relief. Table 1 shows forecasts of these contributions separately. The financial plan forecasts non-emergency contributions of $243 million for 1991. For the years 1992-1994, non-emergency contributions are projected to increase at an average annual rate of 8 per cent, reaching $305 million in 1994. UNICEF has two major emergency appeals for 1991: the Gulf Crisis Emergency Relief Programme; and the UNICEF action plan for complex emergency situations in Africa. As a result, contributions for emergencies are forecast to increase to a minimum of $60 million in 1991. For the period 1992-1994, specific emergency appeals are impossible to predict, although some level of emergency activity will certainly be required. The financial plan assumes contributions for emergencies of $50 million per year for 1992-1994.

Liquidity

34. To meet UNICEF liquidity requirements, the general resources convertible cash balance should equal 10 per cent of projected general resources income. Last year's financial plan set planned general resource expenditures for the medium-term plan at a level that would steadily reduce the general resources convertible cash balance to the required 10 per cent level by the end of 1993. The financial success of 1990 has caused the current general resources convertible cash balance to increase to a level that is $40 million higher than anticipated in the 1990 medium-term plan. As a result, one more year will be required to reduce the general resources convertible cash balance to the 10 per cent level. The 1991 financial plan sets planned programme expenditures at a level that will reduce the general resources convertible cash balance to the 10 per cent level by the end of 1994.

35. The total cash balance of UNICEF always includes a portion of non-convertible currencies owing to contributions and GCO revenue from countries whose local currency is not convertible. UNICEF also accepts non-convertible currencies from developing countries to finance the procurement of vaccines and essential drugs. The forecast of non-convertible currency receipts exceeds non-convertible payments for the period of the medium-term plan. The result of this is that the non-convertible general resources cash balance is expected to increase from $26 million at the end of 1990 to $62 million at the end of 1994.

36. At the current time there are limited opportunities to use these currencies. To assure the liquidity position of UNICEF, the financial plan assumes that most of the planned expenditures will be made from UNICEF convertible cash balances. This assumption also protects the planned levels of programme expenditure from the effects of any significant non-convertible currency devaluation. UNICEF is pursuing ways to make greater use of non-convertible currencies, as well as encouraging donors to pay their contributions in convertible currencies. The successful conclusion of these efforts would result in a decrease in the non-convertible cash balance and an increase in planned programme expenditures for future years.

37. Supplementary funds cash balances are forecast to increase from $81 million in 1990 to $133 million by the end of 1994.

Projected programme expenditures

38. At the beginning of 1991, there was an unspent balance of earlier approved general resources programme commitments of $516 million planned for implementation from 1991 to 1994.

39. Future general resources programme expenditures proposed to the 1991 Executive Board amount to $563 million, consisting of programme recommendations summarized in the programme "round up" document (E/ICEF/1991/P/L.2).

40. The plan provides for the preparation of $500 million of general resources programme expenditures for the approval of the 1992 Executive Board. This is the amount that present income projections and liquidity requirements would make possible. If future information about projected income show levels that are different from those in the plan, the scale of programme preparation will be adjusted accordingly.

41. New and future programme submissions have been set by referring to the guidelines discussed and approved in the medium-term plan for 1990-1993. The 1991-1994 level of planned expenditure is in line with the goal of maximizing programme expenditures while maintaining general resources liquidity.

42. Consistent with the strategy of reducing the UNICEF general resources cash balance, the financial plan proposes an increase in general resources programme spending levels. The plan proposes general resources programme expenditures of $390 million in 1991, 22.3 per cent higher than in 1990. Further increases will bring general resources programme expenditures to $419 million in 1992, $434 million in 1993 and $456 million in 1994. The average annual increase in general resources over the medium-term plan is 9.6 per cent.

43. Expenditures on a supplementary funds programme begin after a donor pledges financial support towards that programme. When UNICEF receives pledges or contributions for supplementary funds, normally the entire amount is immediately recognized as income, although actual spending on the programme may occur over several years. As a result, estimated supplementary funds expenditures for a year cannot be equated with supplementary funds income of that year. The unspent balance of expenditures from supplementary funds was $360 million at the beginning of 1991. The financial plan uses projected implementation of the unspent balance as the basis to estimate expenditures for 1991-1994.

44. The financial plan forecasts supplementary funds programme expenditures to be $290 million in 1991. A projected average annual increase of 5.75 per cent will bring supplementary funds programme expenditure to $331 million by 1994.

45. Total programme expenditure for the period 1991-1994 is forecast to grow at an average 7.9 per cent yearly, reaching $787 million by 1994. However, actual expenditure will depend on achieving the levels of contributions expected in this plan.

Projected budget expenditures

46. The aim of the budget exercise is to balance programme and budgetary expenditures within a realistic income scenario while maintaining an average annual growth rate for general resources programme expenditures that exceeds the growth of the administrative budget.

47. The financial plan includes projected budget costs for the period 1991-1994. The revised budget estimates for 1991 and the proposed budget estimates for the biennium 1992-1993 are explained in detail in document E/ICEF/1991/AB/L.1. The financial plan forecasts budget costs for 1994 to be $209 million, 5 per cent higher than the proposed budget for 1993 to allow for inflation.

Assets and liabilities

48. As explained in paragraph 21 above, movements in non-cash assets and liabilities are also a factor in determining the year-end cash balance of UNICEF. Items 3 and 8 in table 4 below show the forecasted effect of these movements. The following paragraphs describe some of the forecasted movements in non-cash assets and liabilities included in these items.

49. The financial plan expects a major donor to pay its overdue 1990 general resources contribution in 1991. This will cause general resources contributions receivable to decline by $49 million in 1991. For the period 1992-1994, general resources and supplementary funds contributions receivable are forecast to increase as a result of the increased level of pledges.

50. Inventories consist of Supply Division inventory and some GCO stock. The Supply Division uses inventory to meet the requirements for standard supply and equipment items for UNICEF programmes as well as for procurement services, particularly essential drugs. In 1990, inventories totalled $42 million. For 1991, inventories are expected to fall to $38 million and to remain at this level throughout the financial plan period.

51. At its 1990 regular session, the Executive Board approved a capital asset fund to be used for field office accommodation and staff housing. Planned expenditure from this fund is $7 million in 1991, $7 million in 1992 and $8 million in 1993.

Other operations

52. Financial activities of other operations are summarized in table 3 and commented on below. These activities are reported in more detail in other Executive Board documents.

53. Supply Division warehouse. Total throughput for the Supply Division warehouse is expected to increase from $67 million in 1990 to $88 million in 1994. Supplies shipped to programmes are expected to increase from $42 million in 1990 to $63 million in 1994. Supplies shipped for procurement services are expected to remain at approximately $25 million from 1991 to 1994. The Supply Division warehouse inventory is forecast to decrease from the 1990 level of $30 million to $26 million in 1994.

54. Procurement services. The main component of the activities of the Supply Division warehouse that does not form part of UNICEF income for meeting programmes approved by the Board is the procurement services facility. This is a service offered by UNICEF to Governments, United Nations agencies and non-governmental organizations to procure and ship supplies related to services benefiting children on a reimbursable basis. Expenditure from procurement services amounted to $57 million in 1990 and is expected to increase to $62 million in 1994.

55. Donations-in-kind totalled $13 million for 1990. Donations-in-kind consist of supplementary foodstuffs and supplies (including freight) that UNICEF delivers to projects. These deliveries, though handled through UNICEF administrative structures, are not reflected as income and expenditures in the financial accounts. Donations-in-kind are forecast to be $13 million for 1991.

56. All the above items - income, expenditure, liquidity and other operations - are summarized in table 3, with a breakdown of general resources and supplementary funds shown in table 4.

II. RECOMMENDATION

57. The Executive Director recommends that the Executive Board approve the medium-term plan as a framework of projections for 1991-1994 (summarized in table 3), including the preparation of up to $500 million in programme expenditures from general resources to be submitted to the Executive Board at its 1992 regular session (shown in table 2, item 3). The amount is subject to the availability of resources and to the condition that estimates of income and expenditure made in this plan continue to be valid.

Table 2. General resources: yearly phasing of estimated expenditure

(In millions of United States dollars)

	1991	1992	1993	1994	Beyond 1994	Total recommendations
Programme recommendations						
1. Unspent balances approved in prior years	284	122	80	30	13	529
2. Submitted to 1991 Executive Board	96	158	140	112	57	563
3. To be prepared for 1992 Executive Board	0	88	100	100	212	500
4. To be prepared for 1993 and future Executive Board sessions	0	0	49	126		
5. For future allocation	10	51	65	88		
6. Planned programme expenditures	390	419	434	456		
Budget recommendations						
7. Submitted to 1991 Executive Board a/	175	195	199	0		
8. To be submitted to 1993 Executive Board	0	0	0	209		
9. Planned budget expenditures	175	195	199	209		

a/ Excludes Supply Division warehouse recovery.

Table 3. UNICEF financial plans: summary (general resources and supplementary funds)

(In millions of United States dollars)

	Actual		Planned	Projected		
	1989	1990	1991	1992	1993	1994
1. Income	667	821	858	893	946	1 007
2. Expenditures						
(a) Programmes	501	584	680	715	747	787
(b) Budget expenditure	135	154	175	195	199	209
Budget recovery (Supply Division warehouse)	-6	-4	-8	-7	-8	-8
Budget less recovery	129	150	167	188	191	201
(c) Write-offs and miscellaneous	3	4	0	0	0	0
Total expenditures	633	738	847	903	938	988
3. Balance of cash at end of year a/	279	286	274	251	248	264
4. Liquidity						
(a) Requirement	54	56	58	61	65	69
(b) General resources convertible cash at end of year	128	179	158	115	85	69
Other operations						
5. Supply Division warehouse						
(a) To programmes	52	42	52	58	62	63
(b) To procurement services	19	25	24	24	24	25
(c) Inventory	25	30	26	26	26	26
6. Procurement services	55	57	56	58	60	62
7. Donations-in-kind	28	13	13	13	13	13

a/ Changes in cash balances include changes in assets and liabilities and therefore cannot be derived from a direct comparison between income and expenditure.

Table 4. UNICEF financial plan: breakdown by source of funding

(In millions of United States dollars)

	Actual		Planned	Projected		
	1989	1990	1991	1992	1993	1994
General resources						
1. Income	423	536	555	581	613	652
2. Expenditures						
(a) Programmes	251	319	390	419	434	456
(b) Budget expenditure	135	154	175	195	199	209
Budget recovery (Supply Division warehouse)	-6	-4	-8	-7	-8	-8
Budget less recovery	129	150	167	188	191	201
(c) Write-offs and miscellaneous	0	1	0	0	0	0
Subtotal	380	470	557	607	625	657
3. Movements non-cash assets/liabilities	-46	-29	-11	-8	-9	-1
4. Year-end cash balance						
(a) Convertible currencies	128	179	158	115	85	69
(b) Non-convertible currencies	40	26	34	43	52	62
Total cash balance	168	205	192	158	137	131
5. Required convertible cash balance	54	56	58	61	65	69
Supplementary funds						
6. Income	244	285	303	312	333	355
7. Expenditures						
(a) Programmes	250	265	290	296	313	331
(b) Write-offs and miscellaneous	3	3	0	0	0	0
Subtotal	253	268	290	296	313	331
8. Movements non-cash assets/liabilities	-23	-47	-12	-5	-2	-2
9. Year-end cash balance	111	81	82	93	111	133

Figure II

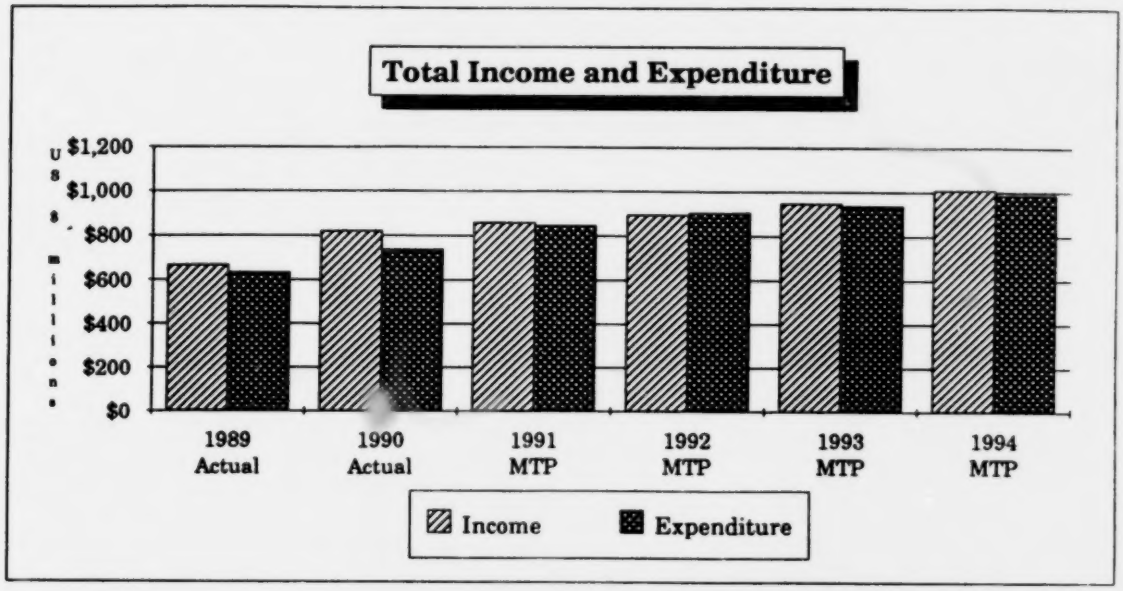
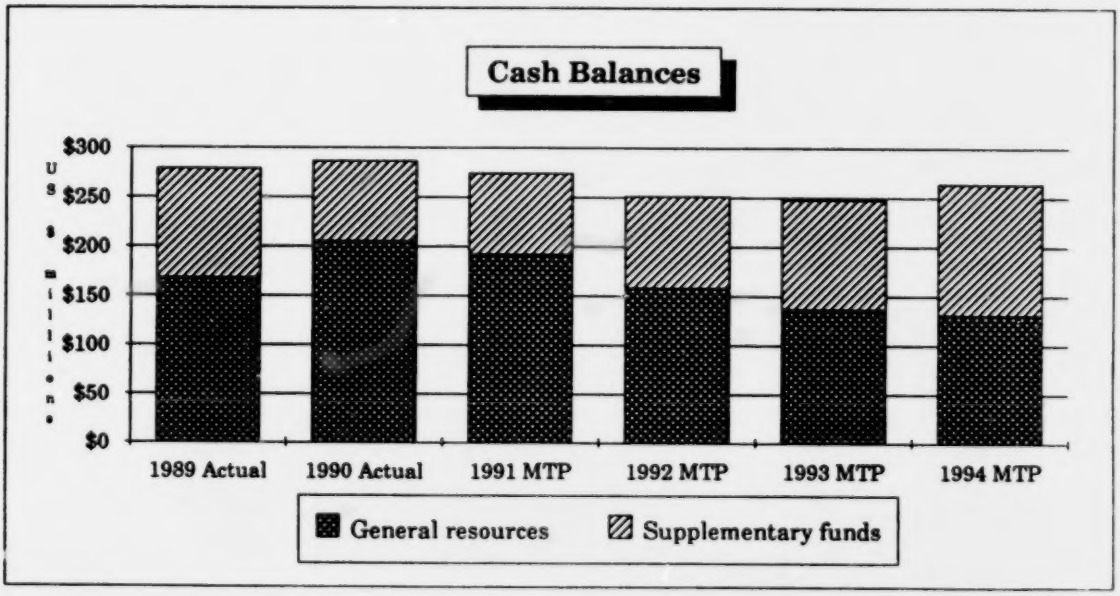


Figure III



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FOR INFORMATION

SUPPLY OPERATIONS

SUMMARY

The present document reviews UNICEF supply operations in 1990. It describes activities and workload, highlighting supply volumes and trends. Dollar figures describe approximate volumes only. The annexes provide statistical data supporting the discussion. All figures used are based on the latest data available at the time of printing and may not be final.

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GLOSSARY

Issue orders: Documents to record the issue of supplies from the Supply Division warehouse inventory.

Purchase orders: Documents issued by UNICEF to suppliers that formalize agreed terms for the purchase and delivery of supplies.

Procurement services: UNICEF assistance to Governments, United Nations agencies and non-governmental organizations (NGOs) working in fields benefiting children through the procurement of goods and services on request and on a cost pre-paid basis. A small handling charge is added by UNICEF to the cost of the supplies and services to cover the cost of extra administration and documentation.

Supply call-forward: A document issued by field offices specifying the supply component of programme assistance and including estimated cost and required delivery date. Procurement and/or warehouse action is initiated when the Supply Division receives the document.

INTRODUCTION AND OVERVIEW

1. The supply operations of UNICEF account for some 50 per cent of the dollar value of programme assistance. The Supply Division provides procurement services as support to developing countries, Governments, donors, NGOs and other agencies. All supply operations involve the Supply Division, whether related to procurement in developing countries, supplies provided through the Supply Division warehouse at Copenhagen or purchases for direct delivery from suppliers to country programmes.

2. During 1990, the Supply Division continued to respond to the needs of the organization by further evolving procedures and systems to ensure the timely reponse to programme requirements. Excellent progress has been made in upgrading electronic data processing (EDP) hardware and designing new computer systems that will provide the operational capacity for the next decade. Long-term requirements for vaccines and essential drugs continue to be met by arrangements covering needs that have been forecast at least 12 months in advance. The emphasis on achieving the 1990 goal of universal child immunization (UCI) resulted in a 40 per cent increase in vaccine procurement - to $55 million - from $39 million in 1989.

3. The search for new suppliers continued in both developing and industrialized countries with the objective of broadening the base of supply sources available to UNICEF. The Supply Division is increasing its participation, through the mechanism of coordinated procurement announced by the Secretary-General in December 1990, in initiatives aimed at coordinating United Nations procurement activities.

4. During 1990, expansion of the administration building at Copenhagen, funded by the Government of Denmark, started on schedule. The new facilities, including modifications to the present building, are expected to be completed by October 1991.

I. SUPPLY WORKLOAD (EXCLUDING FREIGHT) 1/

5. The demand for supplies and equipment to be delivered directly from suppliers during 1990 was $255 million. This was composed of supply call-forwards for UNICEF-supported programmes in the amount of $231 million and requests for procurement services amounting to $24 million.

6. Requests for standard items to be delivered through the warehousing and packing operations totalled $64 million, of which $24 million was from procurement services customers. To satisfy this demand and the work in progress at the end of 1989, production output in 1990 amounted to approximately $66 million. The work in progress for standard items remaining at 31 December 1990 amounted to $18 million.

II. PROCUREMENT SERVICES

7. Procurement services activities, including warehouse issues, for other United Nations agencies, Governments and voluntary organizations amounted to $49 million, of which $25 million was delivered from the warehouse. More than 200 Governments, United Nations agencies and NGOs used UNICEF procurement services. Fees collected against 1990 shipments to cover handling costs amounted to some $1,919,300. Procurement services activity in 1990 is shown in annex II.

III. EMERGENCIES

8. Earthquakes in the Islamic Republic of Iran and the Philippines were the two largest natural disasters requiring supply assistance. The Supply Division quickly provided blankets, tents and medical kits from the Supply Division warehouse. However, the situation between Iraq and Kuwait, and the ensuing refugee problem, created the largest need for Supply Division emergency assistance, resulting in the provision of 10 air-charter loads of equipment, valued at $2.2 million, including airfreight costs.

IV. PURCHASE ORDERS

9. In 1990, UNICEF placed purchase orders totalling $305 million, 2/ compared with $273 million in 1989. Included in this figure is $63 million to replenish the warehouse inventory and $25 million for procurement services undertaken by UNICEF for direct shipments to various Governments, United Nations agencies and NGOs. Purchase orders were placed with approximately 2,500 suppliers in over 110 countries for delivery to programmes, customers and the Supply Division warehouse. A total of 20,890 purchase orders was placed, with an average value of $14,700 per order (see annex IV).

V. DEVELOPING COUNTRY PROCUREMENT

10. As part of the development of coordinated procurement within the United Nations system during 1990, UNICEF has adopted the United Nations Development Programme definition of a developing country, as used in all reports on developing country procurement issued by the Inter-Agency Procurement Services Office. Based on this definition, procurement in developing countries amounted to $93 million, or 30 per cent of total 1990 procurement value, or $81 million compared with $78 million in 1989, if calculated using the previous UNICEF definition. Thus, efforts to maintain a high level of procurement in developing countries were successful during 1990.

VI. MAJOR COMMODITIES PURCHASED

11. Major commodities purchased included vaccines and related universal child immunization (UCI) equipment ($87 million), vehicles and spare parts ($45 million), essential drugs ($36 million), printing equipment and paper products ($28 million), watersupply and sanitation equipment and supplies ($23 million) and hospital and medical supplies and equipment ($16 million) (see annex I).

VII. SHIPMENTS

12. The shipping sections in New York and Copenhagen processed a total of 15,970 shipments equivalent to 57,053 tons and valued at $289 million. The freight/value ratio (excluding inward shipments to the Supply Division warehouse at Copenhagen) decreased from 13.2 per cent in 1989 to 12.9 per cent in 1990.

VIII. PRICE DEVELOPMENTS

13. The unit value index of manufactured goods exports 3/ for developed countries increased from 123 at the third quarter of 1989 to 139 at the third quarter of 1990. An analysis of 1990 purchase prices for items for the warehouse inventory indicated an overall increase of approximately 16 per cent compared with those of 1989. These figures are based on the conversion of the various currencies of purchase to the United States dollar, which has devalued by a similar amount since the beginning of 1990.

IX. SUPPLY LOGISTICS ACTIVITIES

14. Training sessions on supply procedures and field office supply computerization were held in Kenya and Thailand during 1990. Work on the supply module was completed for the latest version 1.4 of the Global Field Support System, and a French language version of the Supply Field Manual, Book G, was released.

Notes

1/ Call-forwards and other supply operations are described in "An overview of UNICEF policies, organization and working methods" (E/ICEF/670/Rev.3).

2/ Statistical information is provided in annexes I to IV listing UNICEF suppliers in 1990 by value and country, supply delivery by country of destination, procurement services and procurement in developing countries and major commodity groups purchased.

Notes (continued)

3/ United Nations, Monthly Bulletin of Statistics (advance information as of December 1990). The index is derived from national unit value indices and their conversion from national currencies into United States dollars.

Annex I

MAJOR COMMODITY GROUPS PURCHASED IN 1990 IN UNITED STATES DOLLAR EQUIVALENTS

(Including procurement services, excluding provision for freight)

Commodity group	No. of line items a/	Related group total	Value (millions of United States dollars)	Related group total
UCI vaccines	1 673		55.1	
Refrigeration equipment	2 600		14.9	
Syringes and needles	305		12.6	
Sterilizers	123	4 701	4.3	86.9
Motor vehicles	999		27.9	
Vehicles, other	548		9.4	
Vehicles spares, accessories and supplies	2 355	3 904	7.6	44.9
Drugs and antibiotics	1 020		34.8	
Non-UCI vaccines	51	1 071	1.6	36.4
Paper and converted products	1 554		15.6	
Bulk paper	229		7.5	
Reproduction equipment	1 550		2.5	
Printing machinery	269		1.1	
Packing materials	143	3 745	1.1	27.8
Pipe and fittings	1 600		8.0	
Pumps and spares	739		7.5	
Drilling rigs and spares	463		4.9	
Drilling rig tools and accessories	331		1.8	
Drilling casings and well screens	144	3 277	1.2	23.4
Hospital and medical supplies	427		4.6	
Hospital equipment	332		4.6	
Rubber and plastic goods, medical	184		2.2	
Medical laboratory equipment and supplies	1 830		2.1	
Medical instruments	419		1.6	
Hospital utensils	85	3 277	1.0	16.1
Computers and accessories	4 864		7.8	
Office supplies	3 599	8 463	2.3	10.1
Building material	1 661	1 661	4.8	4.8
Audiovisual equipment and supplies	2 544	2 544	4.3	4.3
Pharmaceutical production equipment	495	495	4.0	4.0
Generating sets	284	284	3.3	3.3
Agricultural equipment	657	657	3.2	3.2

Annex I (continued)

Commodity group	No. of line items a/	Related group total	Value (millions of United States dollars)	Related group total
Textiles and blankets	355	355	2.2	2.2
Kitchen equipment	591	591	2.0	2.0
Solar energy equipment	51	51	2.0	2.0
Electrical equipment	287	287	1.9	1.9
Food production equipment	164	164	1.8	1.8
Books and periodicals	900	900	1.8	1.8
Supplementary foods	106	106	1.7	1.7
Shelter supplies, including tents	232	232	1.7	1.7
Growth monitoring supplies	50	50	1.6	1.6
Classroom/office furniture	992	992	1.5	1.5
Subtotal		37 805		283.4
All others		2 618		21.5
Grand total		40 423		304.9

a/ A line item is an item to be supplied (in any quantity).

Annex II

PROCUREMENT SERVICES IN 1990 ON BEHALF OF GOVERNMENTS, ORGANIZATIONS OF THE UNITED NATIONS SYSTEM AND NON-GOVERNMENTAL ORGANIZATIONS

	Purchase/issue order value (thousands of United States dollars)
Government and government organizations	
Bangladesh	5 773
Italy	4 932
Indonesia	3 065
Brazil	2 971
Pakistan	2 766
United States Agency for International Development	2 023
Union of Soviet Socialist Republics	1 604
United Republic of Tanzania	1 522
Nigeria	1 019
Myanmar	701
India	680
Danish International Development Agency	652
Sudan	642
Swedish International Development Authority	597
Netherlands	559
Ghana	471
Ethiopia	454
Japan	366
Gambia	288
Romania	221
Yemen a/	196
Zimbabwe	181
Somalia	175
Burkina Faso	163
Bhutan	145
Oman	137
Uganda	123
Danish Committee for UNICEF	113
Sierra Leone	95
Colombia	94
United Kingdom Committee for UNICEF	91
Mali	88
German Agency for Technical Cooperation	80
Angola	76
Madagascar	69
Syrian Arab Republic	54
Nepal	52
Subtotal	33 238

Annex II (continued)

	Purchase/issue order value (thousands of United States dollars)
United Nations system	
United Nations Population Fund	2 567
World Health Organization	2 371
United Nations Relief and Works Agency for Palestine Refugees in the Near East	334
United Nations Educational, Scientific and Cultural Organization	204
Office of the United Nations High Commissioner for Refugees	154
Office of the United Nations Disaster Relief Coordinator	110
United Nations Development Programme	82
United Nations Headquarters	81
Subtotal	5 903
Non-governmental organizations	
Dansk Rode Kors, Denmark	6 491
Institut Universitaire d'Etudes du Développment (Geneva)	327
Folkekirkens Nodhjaelp, Denmark	286
African Recruitment Organization, Sweden	182
Radda Barnen, Stockholm	127
Nicaragua Medical Aid	124
International Union Against Tuberculosis	103
Save the Children Fund	78
Cooperative for American Relief Everywhere, Inc., New York	78
Grupo Volontario Civile	55
IDA Stichting	54
Médecins Sans Frontières, France	54
Subtotal	7 959
Miscellaneous (under $50,000)	2 171
Total orders placed	49 271

a/ On 22 May 1990, Democratic Yemen and Yemen merged to form a single State. Since that date, they have been represented as one member with the name Yemen.

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Annex III

PURCHASE ORDERS AND ISSUE ORDERS PLACED IN 1990 BY COUNTRY OF DESTINATION, INCLUDING PROCUREMENT SERVICES

(Excludes provision for freight)

	Value (thousands of United States dollars)		Value (thousands of United States dollars)
India	35 395	Bhutan	1 290
Bangladesh	21 141	Guinea	1 273
Nigeria	18 964	Turkey	1 270
Ethiopia	10 921	Senegal	1 230
China	10 036	Chad	1 199
Mozambique	9 783	Lao People's Democratic Republic	1 140
Pakistan	9 212	Côte d'Ivoire	1 113
Indonesia	8 399	Zimbabwe	1 106
Viet Nam	7 799	Peru	1 058
Sudan	6 711	Benin	985
Uganda	5 109	Rwanda	947
United Republic of Tanzania	4 964	Mauritania	915
Kenya	4 653	El Salvador	914
Myanmar	4 554	Niger	907
Democratic Yemen a/	4 551	Zambia	851
Nepal	4 197	Yemen a/	816
Zaire	3 974	Thailand	770
Angola	3 934	Guinea-Bissau	670
Afghanistan	3 125	Brazil	654
Sri Lanka	3 016	Iraq	652
Cambodia	2 665	Algeria	652
Egypt	2 644	Romania	643
Mali	2 561	Djibouti	637
Ghana	2 300	Syrian Arab Republic	618
Jordan	2 240	Togo	559
Philippines	2 201	Guyana	536
Madagascar	2 194	Haiti	527
Nicaragua	1 775	Swaziland	483
Sierra Leone	1 686	Columbia	467
Cameroon	1 575	Honduras	452
Namibia	1 556	Ecuador	386
Mexico	1 488	Gambia	381
Guatemala	1 487	Congo	351
Burkina Faso	1 484	Cape Verde	338
Morocco	1 444	Maldives	303
Bolivia	1 444	Liberia	302

Annex III (continued)

	Value (thousands of United States dollars)		Value (thousands of United States dollars)
Burundi	1 435	Lesotho	302
Iran (Islamic Republic of)	1 406	Tunisia	261
Central African Republic	1 391		
Lebanon	1 309	All others under	
Malawi	1 308	$250,000	9 986
Somalia	1 306		
		Total	257 281

a/ On 22 May 1990, Democratic Yemen and Yemen merged to form a single State. Since that date they have been represented as one member with the name Yemen.

Annex IV

VALUE OF ORDERS PLACED FOR SUPPLIES AND EQUIPMENT IN 1990 BY COUNTRY OF ORIGIN AND MAJOR SUPPLIERS (ORDERS TOTALLING $50,000 OR MORE)

(Including procurement services, excluding provision for freight)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
ABU DHABI	5			177 937
AFGHANISTAN				550 401
HAMID AZIA FELEZ	4	83 760	HOSPITAL FURNITURE	
OTHER	38	466 641		
ANGOLA				279 570
SERVEQUIP ENTREPRISE, LTD.	2	53 285	GENERATING SETS	
OTHER	57	226 285		
ANTIGUA AND BARBUDA	1			3 667
ARGENTINA				162 335
SR. LALI	2	79 265	HOSPITAL AND MEDICAL SUPPLIES	
OTHER	25	83 070		
AUSTRALIA				1 679 602
B.P. SOLAR AUSTRALIA	2	619 978	SOLAR ENERGY EQUIPMENT	
VINIDEX TUBEMAKERS PTY. LTD.	2	491 699	PIPES, FITTINGS	
DYNEK PTY. LIMITED	8	219 741	HOSPITAL AND MEDICAL SUPPLIES	
R.P. SCHERER PTY LTD	4	127 500	VITAMINS	
MONO PUMPS PTY. LTD.	2	71 237	PHOTOVOLTAIC EQUIPMENT	
W.D. MOORE AND CO.	1	54 823	WINDMILLS	
OTHER	7	94 624		
AUSTRIA				4 284 684
BIOCHEMIE GMBH.	27	3 353 032	ESSENTIAL DRUGS	
GESTETNER INTERNATIONAL LTD.	61	407 893	DUPLICATORS, STENCIL	
KELOMAT HAUSHALTSGERATE KG	4	141 329	STERILIZING EQUIPMENT	
TIROLER ROEHREN AG	3	109 017	PIPE, DUCTILE IRON	
BUERSTENFABRIK EDUARD FRIEB	5	79 344	HOSPITAL AND MEDICAL SUPPLIES	
OTHER	24	194 069		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
BANGLADESH				4 737 180
GONOSHASTHAYA PHARMACEUTICALS LTD.	3	1 584 932	ANTI-DIARRHOEAL DRUGS	
NATIONAL COMPUTERS LTD.	2	414 880	COMPUTERS, ACCESSORIES	
CHITTAGONG STEEL MILLS LTD.	1	376 302	MISCELLANEOUS	
NATIONAL ORAL REHYDRATION PROJECT	8	323 441	CHEMICALS, INORGANIC	
AL-ASIF ENGINEERING	13	164 812	PIPES, FITTINGS	
KHALIDA FILTER & IRON IND.	11	160 800	PIPES, FITTINGS	
MIRPUR AGRICULTURAL WORKSHOP	3	150 828	PIPES AND FITTINGS	
GREENWAY TRADING COMPANY	4	143 109	BAGS, BRIEFCASES	
CONFIDENCE	2	136 516	MISCELLANEOUS	
M/S ROBIN PRINTING AND PACKAGES LTD.	5	92 470	BOOKS	
PIONEER PRINTING	8	73 680	PRINTING CHARTS, CARDS, POSTERS	
ESSENTIAL PRODUCTS LTD.	4	72 158	HAND-PUMPS	
TRAVEL FIT	3	71 918	BAGS, MEDICAL, VINYL	
R.S. TRADE INTERNATIONAL	1	68 337	LABORATORY METALWARE	
BRAC PRINTERS	7	59 401	PRINTING CHARTS, CARDS, POSTERS	
OTHER	126	843 596		
BARBADOS	20			50 371
BELGIUM				3 348 940
PHARMACHEMIC S.A.	49	593 148	ESSENTIAL DRUGS	
TERUMO CORPORATION BRUSSELS	19	523 375	HOSPITAL AND MEDICAL SUPPLIES	
NEW MANTA N.V.	2	516 300	BLANKETS	
ATLAS COPCO BELGIUM S.A.	10	464 671	DRILLING RIG SPARES	
BECTON DICKINSON BENELUX	19	383 198	HYPODERMIC SYRINGES	
CERESTAR	11	303 522	RAW MATERIAL FOR DRUG PRODUCTION	
A. DE BAECKER/DUBA & CO.	2	165 970	HAND-PUMPS	
MANUCHAR	9	111 450	BUILDING MATERIALS	
HACH EUROPE S.A.	21	100 565	TESTING EQUIPMENT	
OTHER	60	186 741		
BELIZE	9			13 927

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
BENIN				213 393
SCOA EQUIPMENT BENIN	8	70 049	OFFICE SUPPLIES	
OTHER	79	143 344		
BHUTAN	16			42 471
BOLIVIA	169			361 154
BOTSWANA	6			18 040
BRAZIL				485 510
CONSUL S.A.	2	78 475	REFRIGERATORS	
TOYOTA DO BRASIL S.A.	2	77 337	VEHICLES, MINIBUSES AND VANS	
LINHA GRAFICA E EDITORA LTDA	10	55 377	BOOKS	
IBRAS-CBO INDUSTRIAIS	1	51 923	MISCELLANEOUS	
OTHER	88	222 398		
BURKINA FASO				622 439
CODIAM	4	271 666	MOTORCYCLES, MOPEDS	
OTHER	90	350 773		
BURUNDI				483 427
UTEMA-TRVHYDRO BURUNDI	12	174 850	PIPE COUPLINGS	
ETERNIT	3	58 583	ELECTRICAL EQUIPMENT	
GRAVIMPORT	5	52 452	PRINTING CHARTS, CARDS, POSTERS	
OTHER	71	197 542		
CAMBODIA	8			54 110
CAMEROON	52			141 772
CANADA				7 209 331
CONNAUGHT LABORATORIES LTD.	108	5 268 621	VACCINES	
CONPHARMA VACCINES LIMITED	49	1 050 817	VACCINES	
INC. CAPSULE TECHNOLOGY INT.	1	389 008	VITAMINS	
CANADIAN COMMERCIAL CORP.	7	171 178	HOSPITAL FURNITURE	
CODAN PTY. LTD.	7	129 518	RADIO RECEIVERS/TRANSCEIVERS	
TENEX DATA CORPORATION	7	125 800	EDP CONSUMABLES	
OTHER	12	74 389		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
CAPE VERDE	7			26 550
CENTRAL AFRICAN REPUBLIC				451 849
PETROCA	22	266 845	OFFICE SUPPLIES	
OTHER	189	185 004		
CHAD				539 148
S.E.C.	11	226 605		
QUINCAILLERIE MODERNE DU MARCHE Q.M.M.	7	83 188	BUILDING MATERIALS	
OTHER	217	229 355		
CHINA				1 695 172
SHANGHAI MEDICINES AND HEALTH PRODUCTS	12	635 314	HYPODERMIC NEEDLES	
HEBEI CO. LTD. OF CHINA NATIONAL	10	275 302	MACHINE TOOLS, WOODWORKING	
CHINA NATIONAL CONSUMER ELECTRICS	1	271 000	VIDEO EQUIPMENT	
BEIJING AUTOMOBILE MOTORCYCLE IMP AND EXP	10	93 335	VEHICLES, PASSENGER	
CHINA NATIONAL MACHINERY	6	54 241	CUTLERY, KITCHEN UTENSILS	
BEIJING BRANCH OF CHINA NATIONAL	3	53 759	CAMERAS, ACCESSORIES	
QINGHUA UNIVERSITY-EQUIPMENT	2	52 700	RADIO RECEIVERS AND TRANSCEIVERS	
OTHER	60	259 521		
COLOMBIA	39			226 858
COMOROS	8			3 871
COSTA RICA	35			174 970
COTE D'IVOIRE				486 401
COCAMIAF	2	279 639	BUILDING MATERIALS	
OTHER	80	206 762		
CYPRUS	5			121 724

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
CZECHOSLOVAKIA				603 625
PRAGOEXPORT	11	303 957	BAGS/BRIEFCASES, HEALTH KITS	
CENTROTEX FOREIGN TRADE COMPANY LTD.	3	178 628	BLANKETS	
LIGNA FTC	1	84 000	EXERCISE BOOKS, NOTEBOOKS	
OTHER	13	37 040		
DEMOCRATIC PEOPLE'S REPUBLIC OF KOREA	1			8 500
DENMARK				10 268 473
VESTFROST A/S	89	1 994 020	REFRIGERATORS	
ASIK APS	12	1 513 007	HYPODERMIC SYRINGES	
TOYOTA DANMARK A/S	136	886 439	VEHICLE SPARES	
SKIOLD	7	413 982	GRINDING MILLS	
H JESSEN JURGENSEN A/S	38	366 734	REFRIGERATORS	
SANDVED DAIRIES A/S	6	332 128	ANTI-DIARRHOEAL DRUGS	
POLYSHEET A/S	5	297 122	TARPAULINS	
NORDIA	4	247 514	ESSENTIAL DRUGS	
INGERSOLL RAND	4	226 287	DRILLING RIG SPARE PARTS	
UNITRUCK A/S	3	209 274	CRANES, TRUCK MOUNTED	
OXFORD BISCUIT-FABRIK	3	202 768	FOODS	
FOSTER SCANDIA	8	199 809	COLD ROOMS	
DANSU A/S	13	196 620	RUBBER GOODS, MEDICAL	
R. FRIMODT PEDERSEN A/S	4	157 054	GRINDING MILLS	
JOKA PLASTIC-EMBALLAGE	10	146 421	PLASTIC GOODS, MEDICAL	
AMBU INTERNATIONAL	9	144 019	HOSPITAL EQUIPMENT	
KJAER AND KJAER WORLDWIDE	11	121 885	OFFICE SUPPLIES	
PAPYRO-TEX A/S	4	118 321	PLASTIC GOODS, MEDICAL	
LUXO LAMPER A/S	5	110 163	HOSPITAL LAMPS	
TREFFCO A/S	11	109 109	COMPRESSORS	
K. VESTERGAARD FRANDSEN	2	94 604	BLANKETS	
GRUNDFOS INT. A/S	9	92 933	GENERATING SETS	
MILLIPORE PRODUCTS DIV.	17	82 518	TESTING EQUIPMENT	
CROWN GUMMED PAPER A/S	6	81 262	TAPE, ADHESIVE	
UNO PLAST A/S	10	73 935	PLASTIC GOODS, MEDICAL	
DUMEX A/S	3	72 501	ESSENTIAL DRUGS	
GOECKER HANDEL A/S	38	71 779	DARKROOM AND PROCESSING EQUIPMENT	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
DENMARK (continued)				
BORG & BIGUM	4	66 063	CLOTHING AND TEXTILES	
PHARMA-VINCI A/S	3	62 710	ESSENTIAL DRUGS	
CHR. BARDRAM	2	60 808	HOSPITAL EQUIPMENT	
STATENS SERUMINSTITUT	15	54 145	TUBERCULIN/PDD STOCK SOLUTION	
OTHER	472	1 462 539		
DJIBOUTI	5			62 174
DOMINICAN REPUBLIC	12			19 672
ECUADOR	70			168 597
EGYPT				278 179
RIVA COMPANY FOR MEDICAL PLASTIC PROD.	1	129 000	HYPODERMIC SYRINGES	
OTHER	59	149 179		
EL SALVADOR				651 492
MUDCONSA	8	238 922	BUILDING MATERIALS	
PAHO/WHO	5	95 043	VACCINES	
OTHER	84	317 527		
EQUATORIAL GUINEA	7			20 667
ETHIOPIA				2 419 382
AMCE/IVEC	3	726 911	VEHICLES	
UNION BANK OF SWITZERLAND	1	375 700	FOODS	
MINISTRY OF AGRICULTURE	16	163 663	BUILDING MATERIALS	
RIBS JIMMA	4	139 529	SPADES, SHOVELS, PICKS	
REGIONAL PLANNING OFFICE	5	110 555	PIPES AND FITTINGS	
MINISTRY OF LABOUR	14	60 164	CUTLERY/KITCHEN UTENSILS	
DESSIE CITY COUNCIL	3	53 199	PLAY MATERIALS	
OTHER	71	789 661		
FIJI	37			54 082
FINLAND				5 504 371
KAUKO PULP AND PAPER LTD.	7	3 457 725	PAPER, PRINTING	
HUURRE OY	33	421 636	COLD ROOMS	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
FINLAND (continued)				
INTERPHARMA OY	11	390 655	RUBBER GOODS, MEDICAL	
FINNISH SUGAR CO. LTD.	2	318 969	SALTS FOR ORS PRODUCTION	
UNITED PAPER MILLS LTD.	14	224 464	EXERCISE BOOKS AND NOTEBOOKS	
JYVASHYVA OY	1	200 758	FOODS	
KYMI PAPER MILLS LTD.	7	186 695	PAPER, PHOTOCOPYING	
OY UPONOR AB	3	72 390	PIPES, FITTINGS	
MEIRA OY KANTOLAN KEKSITEND.	1	70 265	FOODS	
OTHER	38	160 814		
FRANCE				27 771 156
PASTEUR MERIEUX SERUMS & V.	268	14 021 231	VACCINES	
PASTEUR VACCINS	69	3 271 057	VACCINES	
SEDAPHARM	29	2 752 316	ESSENTIAL DRUGS	
SEDAT S.A.	14	1 747 774	HYPODERMIC SYRINGES	
LABORATOIRES GUERBET	23	1 630 853	ESSENTIAL DRUGS	
SOVEMA	33	1 561 895	PIPES AND FITTINGS	
SODEXA	17	522 500	VEHICLE ACCESSORIES	
REGIE NATIONALE	8	282 010	VEHICLE SPARES	
SOCIETE D'EXPLOITATION DES	18	209 946	ESSENTIAL DRUGS	
RENAULT VEHICULES INDUS.	3	207 377	VEHICLE SPARES	
MMS S.A.	3	170 703	MEDICAL INSTRUMENTS	
GROUPE TUBAFOR	3	142 264	DRILLING RIG SPARES	
DOMINE SPA	2	101 083	DRILLING RIG SPARES	
PANPHARMA LABORATORIES	1	98 225	ESSENTIAL DRUGS	
GALINET S.A.	1	69 301	DRILLING RIGS	
VERGNET S.A.	1	57 866	PUMPS AND SPARES	
LOMBARDINI-FRANCE S.A.	4	57 088	DIESEL ENGINES	
OMYACOLOR	4	52 013	CHALK, CRAYONS	
OTHER	188	815 654		
GAMBIA	4			2 489
GERMAN DEMOCRATIC REPUBLIC a/				173 978
JENOPTIK CARL ZEISS JENA	7	101 040	MICROSCOPES AND ACCESSORIES	
OTHER	19	72 938		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
GERMANY, FEDERAL REPUBLIC OF a/				19 607 411
HOECHST AG	84	3 158 036	ESSENTIAL DRUGS	
ROTEXMEDICA GMBH	35	1 966 678	ESSENTIAL DRUGS	
LOMAPHARM-RUDOLF LOHMANN KG	22	1 462 130	ESSENTIAL DRUGS	
HELM PHARMACEUTICALS GMBH	21	1 122 015	BANDAGES, COTTON WOOL, GAUZE	
MERCEDES-BENZ AG	8	1 036 803	VEHICLE SPARES	
B BRAUN MELSUNGEN AG	44	945 765	HOSPITAL AND MEDICAL SUPPLIES	
PREUSSAG A.G.	11	731 711	PIPE, GALVANIZED STEEL	
HOECHST AKTIENGESELLSCHAFT	2	655 283	ESSENTIAL DRUGS	
MAN MILLER DRUCKMASCHINEN GMBH	1	625 961	PRINTING MACHINERY ACCESSORIES	
SEYFERT WELLPAPPE GMBH & CO.	25	549 115	BALANCES, WEIGHTS, SCALES	
VOGEL & HALKE GMBH & CO.	3	505 928	INFANT AND ADULT SCALES	
FA. NIELS STROEMBERG	10	452 204	HOSPITAL AND MEDICAL SUPPLIES	
BUDZINSKY + HOER OHG	14	421 649	TENTS	
KUNERT WELLPAPPE G.M.B.H.	27	381 772	PACKING CARTONS	
B BRAUN MELSUNGEN INT. GMBH	8	381 375	ESSENTIAL DRUGS	
SANAVITA	8	304 461	ESSENTIAL DRUGS	
HENKE SASS WOLF GMBH	1	298 941	HYPODERMIC SYRINGES	
MERCEDES-BENZ AG	2	233 644	DRILLING RIGS, ROTARY	
PUMPEN-BOESE KG	5	231 822	PIPES AND FITTINGS	
CHEMISCHE FABRIK KIRSCH	9	230 016	PARENTERAL FLUID PRODUCTION EQUIPMENT	
STROMEYER GMBH & CO. KG	9	182 740	TENTS	
KOMROWSKI STALHANDEL GMBH	11	177 933	GALVANIZED STEEL PIPES	
F.A. WILLY RUESCH & CO. KG	13	166 984	RUBBER GOODS, MEDICAL	
MEMMERT GMBH & CO. KG	14	164 272	STERILIZING EQUIPMENT, HOT AIR	
CHEMPATEX AUSSENHANDELS G.	4	150 468	INCUBATORS, INFANT, NURSERY,TRANSPORT	
E. DENK OHG	7	150 006	DISINFECTANT, DERMATOLOGICAL	
DEKNATEL MEDIZINISCHE P.	8	140 368	HOSPITAL AND MEDICAL SUPPLIES	
MAINLAND PHARMAZEUTISCHE F.	13	128 881	ESSENTIAL DRUGS	
ANDREAS HETTICH	12	124 046	CENTRIFUGES, ACCESSORIES	
KINDERMANN AND CO. GMBH	13	114 167	PROJECTORS	
MESSRS ALFELDER KUNSTSTOFFW.	4	112 553	ANTI-DIARRHOEAL DRUGS	
DYNOPLAST ELBATAINER GMBH	5	97 221	LIGHTING AND COOKING APPLIANCES	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
GERMANY, FEDERAL REPUBLIC OF (continued)				
CIBA-GEIGY GMBH	2	87 837	ESSENTIAL DRUGS	
VOLKSWAGENWERK AG	4	87 281	VEHICLES SPARES	
MOELLER-THERM GMBH & CO. KG	38	81 392	LABORATORY EQUIPMENT AND SUPPLIES	
KONRAD STUEKERJUERGEN KG	1	72 617	PIPES, FITTINGS	
PAUL MARIENFELD KG	19	71 291	CENTRIFUGES AND ACCESSORIES	
TEXTILWERK AUGUST MOHR	3	63 623	HOSPITAL AND MEDICAL SUPPLIES	
DR. PAUL KOCH KG	2	58 832	HOSPITAL AND MEDICAL SUPPLIES	
SIEMENS AG	1	57 717	X-RAY SUPPLIES	
SCHERING AG	3	54 168	ESSENTIAL DRUGS	
OTHER	368	1 567 705		
GHANA	47			185 257
GRENADA	5			16 443
GUATEMALA				1 424 334
PAHO/WHO	10	300 736	HYPODERMIC SYRINGES	
TUBOVINIL, SA	4	239 999	PIPES, FITTINGS	
FERRETERIA ATLANTIDA	16	140 058	AGRICULTURAL EQUIPMENT	
TUBOFORT	4	137 146	PIPES, FITTINGS	
MILES, S.A.	2	52 204	ESSENTIAL DRUGS	
OTHER	167	554 191		
GUINEA	113			161 456
GUINEA-BISSAU				295 063
MAVEGRO INT. B.V.	28	89 662	PHOTOCOPIERS	
JOMAV	3	58 743	REINFORCING IRON	
OTHER	91	146 658		
GUYANA	20			34 032
HAITI				165 081
HONDURAS				210 111
POLYTUBO, S.A.	2	71 582	PIPES AND FITTINGS	
OTHER	88	138 529		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
HONG KONG				3 722 853
ON HING PAPER CO. LTD	7	2 359 370	PAPER PRINTING, WOODFREE	
A. ANDREWS & CO. MAIL ORDER	258	602 011	VIDEO EQUIPMENT	
RICHARD KWAN LTD.	119	290 671	VIDEO EQUIPMENT	
SINGER EXPORT	13	290 100	KNITTING MACHINES	
UNITED INT. SUPPLIERS LTD.	22	80 239	OFFICE SUPPLIES	
A. ANDREWS & CO. MAIL ORDER	38	65 515	COMPUTERS AND ACCESSORIES	
OTHER	11	34 947		
HUNGARY				2 804 209
MEDIMPEX	34	2 803 607	ESSENTIAL DRUGS	
OTHER	1	602		
INDIA				25 094 458
MAHINDRA AND MAHINDRA LTD.	38	3 143 179	VEHICLES	
TOP SYRINGE MANUFACT. CO.	5	2 389 069	HYPODERMIC SYRINGES	
THE CORONATION LITHO WORKS	13	1 198 407	PRINTING CHARTS, CARDS, POSTERS	
INALSA LTD.	16	1 006 064	COLD BOXES FOR VACCINE	
HINDUSTAN SYRINGES PVT. LTD.	2	886 110	HYPODERMIC SYRINGES	
JINDAL PIPES PVT LTD.	12	790 666	GALVANIZED STEEL PIPE	
M/S N P T OFFSET PRIVATE LTD	13	713 758	PRINTING CHARTS, CARDS, POSTERS	
PORUS MEDITECH PVT. LTD.	1	708 000	STERILIZING EQUIPMENT, BOILING	
AJAY INDUSTRIAL CORPORATION	15	680 944	PUMPS, CENTRIFUGAL	
SAGAR ELECTRICALS	8	663 409	AIR CONDITIONERS	
STRAW PRODUCTS LTD.	1	619 957	PAPER AND CONVERTED PRODUCTS	
YORCO INTERNATIONAL INC.	2	588 118	STERILIZING EQUIPMENT, BOILING	
CALCUTTA SECUR. PRINTERS LTD	5	509 404	PRINTING CHARTS, CARDS, POSTERS	
PARKSONS PRINTERS	52	451 067	PRINTING CHARTS, CARDS, POSTERS	
PRAGATI ART PRINTERS	15	438 114	PRINTING CHARTS, CARDS, POSTERS	
INGERSOLL RAND LTD.	3	417 077	ENGINES, NON-AUTOMOTIVE	
P S PRESS SERVICES PVT. LTD.	17	374 140	PRINTING CHARTS, CARDS, POSTERS	
PREMIER METAL WORKS	1	368 875	STOVES, KEROSENE, WOOD	
MEERA & GEIKO PUMPS PVT. LTD	11	363 997	PRINTING CHARTS, CARDS, POSTERS	
PHARMALAB MARKETING AGENCY	2	358 381	VACCINE PRODUCTION EQUIPMENT	
BLOW KINGS	8	339 230	COLD BOXES FOR VACCINE	
TATA IRON & STEEL CO. LTD.	2	277 000	VEHICLES, PERSONAL & ADMIN.	
BALAJI INDUSTRIAL AND AGRI.	7	271 629	PUMPS, CENTRIFUGAL	
KARNATAKA WATER PUMPS LTD.	9	271 562	GALVANIZED STEEL PIPE	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
INDIA (continued)				
VOLUNTARY HEALTH ASSOC.INDIA	6	250 801	BOOKS	
TEMPO INSTRUMENTS & EQUIP.	1	226 548	STERILIZING EQUIPMENT, BOILING	
STELLAR OFFSET	14	225 013	PRINTING CHARTS, CARDS, POSTERS	
SWARAJ MAZDA LIMITED	3	224 627	VEHICLES, TRUCKS	
TATA ENG. & LOCOMO. CO. LTD.	4	213 159	VEHICLES, PICK-UPS	
GENERAL BUSINESS MACHINES	1	206 668	TRANSFORMERS, VOLTAGE REGULATORS	
NEW JACK PRINTING WORKS LTD.	6	204 624	PRINTING CHARTS, CARDS, POSTERS	
ATLAS COPCO (INDIA) LIMITED	6	182 999	DRILLING RIG SPARES	
KATHA	7	136 146	JOURNALS/PERIODICALS	
KALINGA OFFSET (P) LTD.	7	135 664	PRINTING CHARTS, CARDS, POSTERS	
KILLICK NIXON LIMITED	1	132 690	ROTARY DRILLING RIGS	
JAIN METAL COMPONENT	1	129 506	HYPODERMIC NEEDLES	
HCL LIMITED	3	127 120	COMPUTERS AND ACCESSORIES	
MURTI ENTERPRISES	11	126 493	HAND-PUMPS	
METHODEX SYSTEMS LIMITED	2	125 909	OFFICE SUPPLIES	
TATA PRESS LIMITED	3	122 562	PRINTING CHARTS, CARDS, POSTERS	
AUSTRAL PLASTICS PVT. LTD.	3	121 228	LATRINE PANS, ACCESSORIES	
MACHINE BUILD INDUST. LTD.	3	120 600	FOOD PRODUCTION MACHINES	
SERVEL SALES PRIVATE LTD.	3	119 808	TRANSFORMERS, VOLTAGE REGULATORS	
THOMPSON PRESS	6	105 222	PRINTING CHARTS, CARDS, POSTERS	
GARGYA RESEARCH INSTRUMENTS	3	105 092	TRANSFORMERS, VOLTAGE REGULATORS	
FACIT ASIA LTD.	17	94 662	PROJECTORS	
GESTETNER (INDIA) LTD.	11	90 105	DUPLICATORS, STENCIL	
ESCORTS LIMITED	8	81 180	VEHICLES, PASSENGER	
AHUJA RADIOS	1	80 160	AUDIOVISUAL EQUIPMENT AND SUPPLIES	
TARUN OFFSET PRINTERS	8	80 120	PRINTING CHARTS, CARDS, POSTERS	
UNIQUE PHOTO OFFSET SERVICES	51	79 467	PRINTING CHARTS, CARDS, POSTERS	
WIDIA (INDIA) LIMITED	1	76 000	DRILLING EQUIPMENT	
JAIN TUBE CO LTD	1	74 551	GALVANIZED STEEL PIPE	
WAVES COMMUNICATION LTD.	4	72 881	BOOKS	
MAYAR PRINTERS	5	63 578	PRINTING CHARTS, CARDS, POSTERS	
CYANAMID INDIA LIMITED	2	63 065	CHEMICALS, REAGENTS	
SPAN PUMPS PVT. LTD.	1	60 500	HAND-PUMPS	
ZENITH LTD.	5	57 676	GALVANIZED STEEL PIPE	
TATA EXPORTS LTD., TELCO DIV.	1	55 400	VEHICLES, SPECIAL PURPOSE	
NATIONAL PLASTIC INDUSTRIES	1	54 040	ICE PACKS	
THE TECHNOCRATS COMPANY	5	53 118	AUTOMOTIVE WORKSHOP	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
INDIA (continued)				
SANDVIK ASIA LIMITED	2	50 326	DRILLING RIG SPARES	
PROJECT SMITA	5	50 207	PRINTING CHARTS, CARDS, POSTERS	
ORISSA PLASTICS	1	50 086	PIPES, FITTINGS	
OTHER	395	2 636 700		
INDONESIA				1 270 609
PT COMBIPHAR	5	303 079	SALTS FOR ORS PRODUCTION	
PT. SUBAHTERA SENI GRAPHIKA	8	180 422	PRINTING CHARTS, CARDS, POSTERS	
PT KIMIA FARMA	5	167 250	SALTS FOR ORS PRODUCTION	
P.T. SASTRA TJITRA, JL.	7	118 199	PRINTING CHARTS, CARDS, POSTERS	
P.T. PRALON CORPORATION	2	84 830	PIPES AND FITTINGS	
P.T. CENTRAL SARI MED. SUP.	2	66 808	BANDAGES, COTTON WOOL, GAUZE	
PERUSAHAAN TIMBANGAN "BUDI"	1	62 976	INFANT AND ADULT SCALES	
PT TOYOTA ASTRA MOTOR,	1	57 459	VEHICLES, MINIBUSES AND VANS	
OTHER	57	229 586		
IRAQ	4			16 591
IRELAND				2 142 777
RIMA PHARMACEUTICALS LTD.	47	1 139 922	ESSENTIAL DRUGS	
OVELLE LIMITED	17	577 539	ESSENTIAL DRUGS	
ATHLONE LABORATORIES	3	132 871	ESSENTIAL DRUGS	
GREHAN PRINTERS LTD.	8	117 620	PRINTING CHARTS, CARDS, POSTERS	
GALWAY LABORATORIES LTD.	5	53 558	ESSENTIAL DRUGS	
OTHER	29	121 268		
ISRAEL	11			15 218
ITALY				17 198 663
SCLAVO SPA	86	4 363 685	VACCINES	
SCHERER SPA	5	1 280 169	ANTI-DIARRHOEAL DRUGS	
MEDISCA	86	1 085 282	DENTAL SUPPLIES	
RADIUMFARMA INT. SRL	34	1 035 992	ESSENTIAL DRUGS	
IPAS SPA	5	980 275	HYPODERMIC SYRINGES	
O.M.S.A. SPA	22	964 275	HOSPITAL FURNITURE	
HELIOS TECHNOLOGY	4	550 714	PHOTOVOLTAIC EQUIPMENT	
PIAGGIO VEICOLI EUROPEI SPA	12	522 192	SPARES, MOTORCYCLES AND BICYCLES	
ALFA INTES	15	515 869	ESSENTIAL DRUGS	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
ITALY (continued)				
INGERSOLL RAND INT. SALES	3	466 348	ROTARY DRILLING RIGS	
ITALSOLAR	1	395 181	PHOTOVOLTAIC EQUIPMENT	
DAC SRL	44	353 837	COLD-CHAIN EQUIPMENT	
GOGLIO LUIGI MILANO SPA	6	270 895	PACKING MATERIALS,DRUGS	
SOLLIMEX AB	7	269 431	GENERATING SETS	
FIAT IVECO SPA	7	262 979	VEHICLE SPARES	
TUBIMAR ANCONA SPA	3	232 456	GALVANIZED STEEL PIPE	
SUPER EVA GLASS	2	215 918	HYPODERMIC SYRINGES	
QUATTRO ELLE SPA	2	199 184	VACCINE CARRIERS, INSULATED	
CAPRARI SPA	5	178 792	ENGINES, DIESEL	
GEYMONAT SPA	1	160 793	ANTI-DIARRHOEAL DRUGS	
3M ITALIA SPA	5	159 033	DARKROOM AND PROCESSING EQUIPMENT	
ELKOPLAST H.S	1	150 198	PARENTERAL FLUID PRODUCTION EQUIPMENT	
WALKER PEN SPA	5	139 440	BALLPOINT PENS	
GINO SOLIMENE	23	138 395	TYRES	
PNEUS ACQUI SPA	12	136 163	TYRES	
PIACENZA RIMORCHI SPA	4	128 922	VEHICLES, TRAILERS	
LAB. FARMACOLOGICO MILANESE	18	127 219	ESSENTIAL DRUGS	
CIBA GEIGY SPA	6	113 322	HOSPITAL AND MEDICAL SUPPLIES	
R.C.F. SPA	5	105 533	RADIO RECEIVERS/TRANSCEIVERS	
SAPONERIE M. FISSI SPA	6	103 178	DETERGENTS, SOAPS	
TECHNOLOGY TRADING SERVICE	20	102 082	FENCING	
CARTIERE RUDOLFO REGUZZONI	3	100 707	PAPER, COVER BOARD	
CARROZZELLE SURACE	3	90 507	HOSPITAL EQUIPMENT	
WHIRLPOOL ITALIA SRL	13	76 463	REFRIGERATORS	
KARTELL SPA	22	73 594	PLASTIC GOODS, MEDICAL	
POLIGRAFICHE BOLIS SPA	2	68 490	PRINTING CHARTS, CARDS, POSTERS	
MISA SUD REFRIGERAZIONE SPA	2	67 499	COLD-CHAIN EQUIPMENT ACCESSORIES	
IMO	6	63 935	GENERATING SETS	
GALENO S.N.C.	3	61 047	STERILIZING EQUIPMENT	
M. A. P. SPA	9	59 974	RUBBER GOODS, MEDICAL	
FIAT AUTO SPA	5	55 856	VEHICLES, PASSENGER	
ACME MOTORI	2	50 342	PUMPS, CENTRIFUGAL	
OTHER	105	722 497		
JAMAICA	5			10 590

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
JAPAN				37 695 401
TOYOTA MOTOR CORPORATION	543	15 418 164	VEHICLES, SPARE PARTS	
NISSAN TRADING CO., LTD.	68	5 815 783	VEHICLES, SPARE PARTS	
JAPAN BCG LABORATORY	88	3 997 942	VACCINES	
SUZUKI MOTOR CORPORATION	164	2 725 627	VEHICLES, SPARE PARTS	
EISAI CO LTD	30	1 977 633	VACCINES	
KINSHO-MATAICHI CORPORATION	50	1 032 540	VEHICLE SPARES	
HONDA TRADING CORPORATION	128	997 424	GENERATING SETS	
K. ARANO & CO., LTD.	104	939 095	MEASURING INSTRUMENTS	
YAMAHA MOTOR CO LTD.	41	711 000	ENGINES, PETROL	
ISUZU MOTORS	12	654 328	VEHICLES, SPARE PARTS	
SONY CORP. ICD	74	637 706	VIDEO EQUIPMENT	
ICHIKAWA MEDICAL INSTRUM.	19	436 419	THERMOMETERS, CLINICAL	
YANASE WAITCH K.K.	8	317 536	HYPODERMIC NEEDLES	
AIKA MEDICAL CORP.	4	266 196	ANAESTHESIA SUPPLIES	
C ITOH & CO. LTD.	14	203 661	VEHICLES, SPARE PARTS	
SUGIYAMA INDUSTRIAL CO. LTD.	11	177 056	STERILIZING EQUIPMENT, BOILING	
MURANAKA MED. INSTRUM.CO LTD	4	175 598	THERMOMETERS, CLINICAL	
TOA CORPORATION	19	145 969	AUDIOVISUAL EQUIPMENT AND SUPPLIES	
SAMPOH TRADING CO., LTD.	37	136 274	PHOTOCOPIERS	
DENYO CO., LTD.	2	104 850	GENERATING SETS	
NIC INTERNATIONAL CORP.	10	90 405	VIDEO EQUIPMENT	
SANYO		68 885	REFRIGERATOR, CONVERSION KITS/SPARES	
ACOMA MEDICAL INDUS. CO.	1	60 436	RESUSCITATORS	
ELMO COMPANY LIMITED	4	59 931	PROJECTORS	
KUMABE LABORATORY CO LTD	2	57 129	PHARMACEUTICAL PRODUCTION AND EQUIPMENT	
CHUO BOEKI GOSHI KAISHA	2	56 305	FOOD PRODUCTION EQUIPMENT, VILLAGE	
OTHER	86	431 509		
JORDAN				4 619 802
JORDAN PRESS FOUNDATION	2	4 003 246	PRINTING CHARTS, CARDS, POSTERS	
ARAB FOAM FACTORY	2	56 544	SHELTER SUPPLIES AND CAMPING EQUIPMENT	
JORDAN MEDICAL CORPORATION	1	50 000	HYPODERMIC SYRINGES	
OTHER	112	510 012		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
KENYA				3 297 508
KOBIL PETROLEUM LTD.	4	580 942	FUEL (DIESEL, GASOLINE)	
TECHNO ENTERPRISE	1	165 217	AGRICULTURAL EQUIPMENT	
VAS DISTRIBUTORS LTD.	12	157 819	PIPE FITTING, IRON OR STEEL	
INSTEEL K. LTD.	1	154 768	GALVANIZED STEEL PIPE	
MECOL LTD.	19	92 555	FURNITURE, OFFICE	
OLIVETTI EQUATORIAL LTD.	14	85 393	COMPUTERS AND ACCESSORIES	
BONAR (E.A) LTD.	14	82 304	TENTS, UNIFORMS	
HILL BARRET CO LTD.	6	77 557	FUEL (DIESEL, GASOLINE)	
KENYA SEED CO. LTD.	3	56 839	SEEDS	
POPULAR STATIONERS LIMITED	44	50 774	HOSPITAL AND MEDICAL SUPPLIES	
REATA PRINTERS LIMITED	3	50 650	PRINTING CHARTS, CARDS, POSTERS	
OTHER	327	1 742 670		
LAO PEOPLE'S DEM. REP.	38			154 402
LEBANON				446 614
MESSRS. SULTANIUM	6	103 614	GALVANIZED STEEL PIPE	
OTHER	120	343 000		
LESOTHO	37			39 716
LIBERIA	9			29 656
LUXEMBOURG				2 489 728
ELECTROLUX S.A.R.L.	3	2 489 728	REFRIGERATORS	
MADAGASCAR	101			321 122
MALAWI				364 059
BAPTIST PUBLICATIONS	15	107 271	PAPER, PRINTING	
OTHER	144	256 788		
MALAYSIA				393 919
SYARIKAT GIBSON PERNIAGAAN	4	389 692	LATRINE PANS	
OTHER	3	4 227		
MALDIVES	42			56 485

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
MALI				1 244 771
SHELL	27	354 558	FUEL (DIESEL, GASOLINE)	
DUPE S.A	2	194 036	AIR CONDITIONERS	
LE FOUTANKE	14	50 171	DUPLICATORS, STENCIL	
OTHER	437	646 006		
MALTA	5			20 464
MAURITANIA	114			256 712
MAURITIUS	68			99 529
MEXICO				1 178 269
SISTEMA NAL. PARA EL DESARROLLO	5	198 035	KITCHENWARE, STAINLESS STEEL	
GRUPO REVELES, S.A.	3	68 443	PRINTING CHARTS, CARDS, POSTERS	
EDITORIAL COSOLIS, S.A.	6	62 338	PAPER, PRINTING, SPECIAL	
GRIAL S.A. DE. C.V.	6	56 950	TEACHING AIDS, MEDICAL	
DIRECCTION GEN. DE FOMENTO	4	55 561	PAPER, PRINTING, SPECIAL	
LITOGRAFICA DELTA, S.A.	8	54 197	PAPER, PRINTING, SPECIAL	
OTHER	125	682 745		
MONTSERRAT	5			11 699
MOROCCO	70			115 741
MOZAMBIQUE				1 354 098
FAVEZAL-FABRICA DE VESTUAR	5	251 502	CLOTHING AND TEXTILES	
AGRICOM	10	151 390	GARDEN TOOLS AND EQUIPMENT	
SEMOC, SEMENTES DE MOCAMBIQUE	6	117 948	SEEDS	
DINAME, E.E.	7	115 626	BOOKS	
EUROPA AGENCIAS, LDA	16	109 500	PIPES, FITTINGS	
KULIMA	15	76 581	DETERGENTS, SOAPS	
CIMENTO DE MOZAMBIQUE	16	52 523	CEMENT, PORTLAND	
PETROMOC E.E.	7	52 520	FUEL (DIESEL, GASOLINE)	
OTHER	128	426 508		
MYANMAR	5			31 373

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
NAMIBIA				366 501
STEWARTS AND LLOYDS	1	75 190	ENGINES, DIESEL	
OTHER	82	291 311		
NEPAL	95			1 003 093
NETHERLANDS				3 383 187
DYKA INTERNATIONAL B.V.	1	793 195	PIPES AND FITTINGS	
MEDICAL EXPORT GROUP (THE)	33	495 533	RUBBER GOODS, MEDICAL	
DRUKKERIJ TULP B.V.	16	296 759	PRINTING CHARTS, CARDS, POSTERS	
BUEHRMANN PAPIER EXPORT B.V.	13	235 054	PAPER PRINTING, WOODFREE	
BURO BOODE B.V.	2	225 569	PIPES AND FITTINGS	
GEMCO INTERNATIONAL	1	159 943	WAREHOUSES, PREFABRICATED	
JANSEN VENNEBOER B.V.	3	138 049	HAND-PUMPS	
STICHTING I.D.A.	26	132 739	ESSENTIAL DRUGS	
PETRON BV	10	129 617	DRILLING RIG SPARES	
TRADE-TEK	3	77 734	DRUG/BIOLOGICAL PRODUCTION EQUIPMENT	
B.V. YMUIDEN STORES	1	58 289	FISHING EQUIPMENT AND SUPPLIES	
BAKKER BROTHERS B.V.	6	56 081	SEEDS	
RAYOVAC EUROPE B.V.	5	54 820	AUDIO-VISUAL EQUIPMENT AND SUPPLIES	
CANON EUROPA N.V.	16	53 054	PHOTOCOPYING CONSUMABLES	
OTHER	83	476 751		
NICARAGUA	12			49 183
NIGER	127			410 849
NIGERIA				3 337 764
RALEIGH INDUST. NIGERIA LTD	1	352 802	BICYCLES	
GUSAC LTD.	7	333 105	FOOD PRODUCTION EQUIPMENT	
MUTUNCI COMPANY (NIG) LTD	2	135 267	DRILLING CASINGS, WELL SCREENS	
LEFPAC (NIGERIA) LTD.	10	83 534	COMPUTERS AND ACCESSORIES	
NIYI OFFICE PRO. INDUST.LTD.	3	71 285	PRINTING CHARTS, CARDS, POSTERS	
OLIVETTI BUSINESS SYSTEM	7	68 761	COMPUTERS AND ACCESSORIES	
AROWOLO COMMERCIAL PRESS LTD	3	55 359	PRINTING CHARTS, CARDS, POSTERS	
KRISDAVIS PUBLISHING CO.	1	52 501	PLAY MATERIALS	
OTHER	93	2 185 150		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
NORWAY				4 107 819
WEIDERS FARMASOYTISKE A.S.	13	920 286	ESSENTIAL DRUGS	
HVARINGS GRAFISKE A/S	14	846 882	PRINTING CHARTS, CARDS, POSTERS	
PETRON A.S	27	532 655	DRILLING FLUIDS	
ARWI A/S	2	413 055	DRILLING RIG SPARES	
NORWEGIAN CONTRACTING CENTER	6	280 604	PLAYGROUND AND OUTDOOR EQUIPMENT	
W. GIERTSEN A/S	3	228 927	PIPES AND FITTINGS	
NESTE ADVANCED POWER SYST.	9	212 140	COLD-CHAIN EQUIPMENT	
HUNSFOS FABRIKKER	2	164 769	PAPER DUPLICATING,	
COMPACT A/S	1	137 766	FOODS	
NORSKE SKOG - SARPSBORG	3	98 955	PAPER PRINTING, WOODFREE	
FISKARS NORGE REDSKAP A/S	18	63 185	SPADES, SHOVELS, PICKS	
NORWEGIAN CONTRACTING CENTER	1	52 309	CHALK BOARDS, SLATES AND ACCESSORIES	
OTHER	30	156 286		
OMAN	3			14 984
PAKISTAN				2 565 277
PAKISTAN PVC LIMITED	6	455 890	PIPES AND FITTINGS	
M/S ENGINEERING CONCERN	5	363 486	HAND-PUMPS	
DACAAR DANISH COMM. FOR AID	3	330 242	HAND-PUMPS	
TECHNIMEN GEMA LTD.	23	259 515	SURGICAL INSTRUMENTS	
ACCURAY SURGICAL LTD	14	132 606	SURGICAL INSTRUMENTS	
BASHIR JAMIL & BROS LTD	13	102 985	SURGICAL INSTRUMENTS	
P. INSTRUMED (PVT) LTD.	4	74 475	SURGICAL INSTRUMENTS	
QUICKSILVER INSTRUMENTS	2	71 964	SURGICAL INSTRUMENTS	
HILBRO LTD	9	71 211	SURGICAL INSTRUMENTS	
OTHER	246	702 903		
PANAMA	46			75 253
PARAGUAY	2			24 173
PERU				812 774
VARIOS C/O PRESBI/UNICEF	7	159 311	FREEZERS, CHEST TYPE	
VARIOS C/O PROCAN	21	101 040	LABORATORY EQUIPMENT AND SUPPLIES	
LOSANI S.A.	5	74 000	VACCINE CARRIERS, INSULATED	
VARIOS C/O SERVICIO NACIONAL	4	55 947	KITCHEN EQUIPMENT AND SUPPLIES	
OTHER	244	422 476		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
PHILIPPINES				810 536
POLYFOAM CHEMICAL CORP.	7	75 189	COLD BOXES FOR VACCINE	
ZUELLIG PHARMA CORPORATION	2	53 636	ESSENTIAL DRUGS	
MALANDAY MACHINERY AND MFG. CORP., KMS.	9	52 754	GALVANIZED STEEL PIPE	
OTHER	304	628 957		
POLAND				471 279
VARIMEX	5	359 960	KIT BOXES, METAL	
OTHER	9	111 319		
PORTUGAL				481 585
MANUFACTURA NACIONAL DE ALUMINIO	9	225 833	POTS, PANS, TABLEWARE	
CASA HIPOLITO, S.A.R.L.	6	164 643	STERILIZING EQUIPMENT	
NORMAX	6	66 049	HYPODERMIC SYRINGES	
OTHER	12	25 060		
REPUBLIC OF KOREA				913 490
SEOHUNG INDUSTRIAL CO. LTD	7	357 888	RUBBER GOODS, MEDICAL	
DAEWOO CORPORATION	1	227 158	GALVANIZED STEEL PIPE	
PANAMEDIC IND CO. LTD	2	106 000	BANDAGES, COTTON WOOL, GAUZE	
SIRHAN MOOLSAN CO. LTD.	3	89 172	BAGS, BRIEFCASES, HEALTH WORKERS'	
DAEWOO CORPORATION	1	66 997	GALVANIZED STEEL PIPE	
OTHER	3	66 275		
RWANDA				199 844
CIMERWA	9	71 822	CEMENT, PORTLAND	
OTHER	80	128 022		
SAINT LUCIA	6			6 500
SAINT VINCENT AND THE GRENADINES	3			6 066
SAO TOME AND PRINCIPE	3			1 112
SENEGAL				256 089
INSTITUT PASTEUR DE DAKAR	3	85 238	VACCINES	
TOTAL	1	53 249	FUEL (DIESEL, GASOLINE)	
OTHER	44	117 602		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
SIERRA LEONE				575 515
MICHEL'S STORES	11	105 669	GENERATING SETS	
MESSRS ASSAD D YAZBECK & S.	10	80 929	HOSPITAL AND MEDICAL SUPPLIES	
OTHER	96	388 917		
SINGAPORE				2 303 867
SEKISUI SINGAPORE PTE. LTD.	7	586 463	PIPES AND FITTINGS	
TRADECOM SERVICES PTE.	17	527 640	AUDIOVISUAL EQUIPMENT AND SUPPLIES	
WINDMILL INTERN'L PTE. LTD.	7	420 760	CEMENT, PORTLAND	
METCHEM SINGAPORE PTE. LTD.	7	106 244	REFRIGERATION EQUIPMENT	
YEW SENG (LIAN) P.L.	3	95 517	PIPES, FITTINGS	
BIZLAND SYSTEMS PTE. LTD.	7	74 943	COMPUTERS, ACCESSORIES	
OTHER	65	492 300		
SOMALIA	22			70 057
SPAIN	11			73 609
SRI LANKA				553 177
AITKEN SPENCE PRINTING (PTA) LTD	8	51 657	PRINTING CHARTS, CARDS, POSTERS	
OTHER	198	501 520		
SUDAN	39			352 706
SWAZILAND				451 593
V & M IMPORT & EXPORT AGENTS (PTY) LTD	17	221 793	OFFICE SUPPLIES	
OTHER	77	229 800		
SWEDEN				13 709 368
ELECTROLUX LEISURE APPLIANCES AB	117	5 095 097	REFRIGERATORS	
SOLLIMEX AB	99	2 622 583	ENGINES	
MOTALA METALLTRYCKNING AB	19	954 868	HOSPITAL UTENSILS, STAINLESS STEEL	
TGB, BORRINGENJOERERNA	10	646 290	WATER TANKS	
EKODRILL AB	23	533 664	WINCHES, TRIPODS	
C.G. WERTHER MARKETING AB	34	417 456	WORKSHOP TOOLS AND EQUIPMENT	
GEONOVA INTERNATIONAL AB	24	280 192	MEASURING INSTRUMENTS, LABORATORY	
SAAB - SCANIA	5	254 536	VEHICLES	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
SWEDEN (continued)				
ATLAS COPCO ENERGY AB	34	250 906	COMPUTERS, ACCESSORIES	
MOELNLYCKE HEALTH CARE AB	8	242 968	BANDAGES, COTTON WOOL, GAUZE	
AB J.F. BJOERSELL	132	200 640	OFFICE SUPPLIES	
DISTRI PARTS SWEDEN AB	49	174 948	REFRIGERATORS	
BURSERYDS BRUK AB	2	167 735	STEEL, STRUCTURAL AND SHEET	
MENOX AB	5	143 748	HOSPITAL EQUIPMENT	
VOLVO	7	125 439	VEHICLE SPARES	
GETINGE AB	1	101 294	DRUG PRODUCTION EQUIPMENT	
OPTIMUS AB	5	97 947	STERILIZING EQUIPMENT	
EKS INTERNATIONAL AB	4	94 171	INFANT AND ADULT SCALES	
COPYFAX INTERNATIONAL KB	3	88 671	PROJECTORS	
LUNA INTERNATIONAL AB	25	88 515	WORKSHOP TOOLS AND EQUIPMENT	
IKEA CONTRACT DEPARTMENT	18	86 562	OFFICE SUPPLIES	
TYR INTERNATIONAL AB	14	61 575	HAND TOOLS, METALWORKING	
AHLSELL EXPORT	1	58 787	GENERATING SETS, PORTABLE	
FACIT AB	4	54 842	TYPEWRITERS, MANUAL	
ILMEG SYSTEM AB	3	53 551	DRILLING UNIT, PORTABLE	
OTHER	119	812 383		
SWITZERLAND				11 743 828
RIVOPHARM SA	121	6 697 414	ESSENTIAL DRUGS	
SWISS SERUM & VACCINE INST.	58	2 125 871	VACCINES	
VIFOR S.A.	3	813 627	DRUG/BIOLOGICAL PRODUCTION EQUIPMENT	
KATADYN PRODUKTE AG	7	452 152	WATER STILLS AND STERILIZERS	
SIBIR LTD.	13	429 929	REFRIGERATORS	
SERVIPHARM LTD	3	244 037	ESSENTIAL DRUGS	
VON ROLL LTD. PIPE DIVISION	1	211 492	PIPES, FITTINGS	
BERLINGER & CO AG	16	193 645	COLD-CHAIN EQUIPMENT	
WIPF AG	3	56 045	PACKAGING MATERIALS FOR DRUGS	
OTHER	107	519 616		
SYRIAN ARAB REPUBLIC	4			12 842
THAILAND				1 981 752
HARARITZ CO., LTD.	1	222 819	BICYCLES	
DELCO (THAILAND) CO. LTD.	7	146 077	SHELTER SUPPLIES/CAMPING EQUIPMENT	
THAI PHATANASIN (CHIN SENG) CO., LTD.	12	143 044	AGRICULTURAL MACHINES	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
THAILAND (continued)				
P & C STATIONERY	31	142 072	PRINTING CHARTS, CARDS, POSTERS	
SIAMDUTCH TRADING CO., LTD.	6	104 475	SHELTER SUPPLIES	
PEONY BLANKET INDUSTRIAL CO., LTD.	4	92 217	BLANKETS	
WILK & HOEGLUND CO., LTD.	4	77 786	PIPES, FITTINGS	
TOP PACK CO. LTD.	1	57 321	ESSENTIAL DRUGS	
OTHER	204	995 941		
TOGO	31			90 248
TUNISIA	1			18 879
TURKEY				546 442
TEPE PREFABRIK INSAAT SANAYI VE TICARET	2	98 008	VEHICLES, SPECIAL PURPOSE	
TRANSCOM KOMPUTER SISTEMLERI SANAYII	3	69 669	COMPUTERS, ACCESSORIES	
SUT ENDUSTRI KURUMU (SEK)	2	60 949	MILK	
OTHER	91	317 816		
TURKS AND CAICOS ISLANDS	2			8 884
UGANDA				437 725
M/S SHELL INT. PETROLEUM CO.	4	132 280	FUEL (DIESEL, GASOLINE)	
OTHER	199	305 445		
UNION OF SOVIET SOCIALIST REPUBLICS				932 153
VV/TECHNOEXPORT	10	932,153	VEHICLES, CEMENT, COTTON SHEETING	
UNITED ARAB EMIRATES	1			7 000
UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRLEAND				15 480 995
EVANS MEDICAL LTD	87	3 213 698	ESSENTIAL DRUGS	
PRESTIGE GROUP UK PLC.	33	1 711 880	STERILIZING EQUIPMENT	
SALTER INDUST. MEASUREM.LTD.	12	1 388 129	INFANT SCALES	
SHELDAN INT'L LTD.	64	1 013 213	WORKSHOP TOOLS AND EQUIPMENT	
GELLATLY HANKEY LTD.	129	640 784	PHOTOCOPIERS	
CMS WEIGHING EQUIPMENT LTD	1	574 150	INFANT SCALES	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRELAND (continued)				
HALIFAX TOOL CO LTD	15	516 800	ROTARY DRILLING RIGS	
W.R. PASHLEY LTD.	39	426 741	SPARE PARTS, MOTORCYCLES AND BICYCLES	
RANK XEROX LIMITED	77	395 776	PHOTOCOPIERS	
LAND ROVER LTD. DIRECT SALES	10	333 051	VEHICLE SPARES	
GALATREK INTERNATIONAL LTD.	14	321 473	TELEPHONE SYSTEMS	
R.P. SCHERER LIMITED	3	290 695	ESSENTIAL DRUGS	
SHELL INT. TRADING COMPANY	5	286 488	BOOKS	
BASSADONE PROJ.VEHICLES LTD.	10	261 174	VEHICLE SPARES	
ASSOC. VEHICLE INDUSTRIES LTD.	5	238 495	VEHICLE SPARES	
WORLDWIDE INFO. SYSTEM	3	221 478	VEHICLE SPARES	
MONO PUMPS LTD. MENCA DIVISION	7	171 030	GENERATING SETS	
ALADDIN INTERNATIONAL INC.,	20	156 922	REFRIGERATOR, CONVERSION KITS, SPARES	
BP SOLAR	6	145 299	PHOTOVOLTAIC EQUIPMENT	
ASSOC. VEHICLE INDUSTRIES LTD.	5	238 495	VEHICLE SPARES	
WORLDWIDE INFO. SYSTEM	3	221 478	VEHICLE SPARES	
MONO PUMPS LTD. MENCA DIVISION	7	171 030	GENERATING SETS	
ALADDIN INTERNATIONAL INC.,	20	156 922	REFRIGERATOR, CONVERSION KITS, SPARES	
BP SOLAR	6	145 299	PHOTOVOLTAIC EQUIPMENT	
FAIREY INDUST. CERAMICS LTD	6	136 049	WATER FILTER EQUIPMENT	
MERCK, SHARP & DOHME LIMITED	2	122 652	ESSENTIAL DRUGS	
SWANN MORTON (SALES) LTD	10	98 604	MEDICAL BLADES/KNIVES	
AYLMER MOTOR WORKS, UNIT 2	11	94 359	PLASTIC SHEET, AGRICULTURAL	
CODAN (UK) LTD.	6	92 213	RADIO RECEIVERS AND TRANSCEIVERS	
CHANCEL INT. LIMITED	2	87 495	POTS, PANS, TABLEWARE, ALUMINUM	
OXFAM	3	84 797	KITCHEN EQUIPMENT AND SUPPLIES	
LISTER - PETTER LTD.	5	84 039	GENERATING SETS	
THE PARAGON RAZOR CO.	2	81 019	ESSENTIAL DRUGS	
MILES LIMITED	4	73 95	INORGANIC CHEMICALS	
NENTECH LTD.	43	71 412	CHEMICAL REAGENTS	
GALLENKAMP INT.	22	71 062	TESTING EQUIPMENT	
QUISTWENS LTD.	2	69 019	INORGANIC CHEMICALS	
WELLCOME DIAGNOSTICS	5	66 822	DIAGNOSTIC AGENTS	
THE WELLCOME FOUNDATION LTD	3	66 368	LABORATORY EQUIPMENT AND SUPPLIES	
GLAXOMED LTD.	6	60 877	ESSENTIAL DRUGS	
BDH LIMITED	6	54 113	CHEMICAL REAGENTS	
KENNEDY INT.(ENGLAND) LTD.	15	53 081	POWER TOOLS, ELECTRIC	
OTHER	488	1 706 043		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
UNITED REPUBLIC OF TANZANIA	102			375 315
UNITED STATES OF AMERICA				23 414 300
SMITH KLINE & FRENCH O.S. CO.	123	9 283 821	VACCINES	
WORD PRO	349	1 976 508	COMPUTERS, ACCESSORIES	
H.K. SCHUELER INT. LTD.	42	1 475 690	HYPODERMIC SYRINGES, NEEDLES	
HENNESSY INT., INC	56	1 074 645	AIR CONDITIONERS	
MANCHESTER EQUIPMENT	281	1 034 565	COMPUTERS, ACCESSORIES	
DETECTO SCALES, INC.	12	462 075	INFANT AND ADULT SCALES	
MCNEIL CONSUMER PRODUCTS CO.	1	358 750	ESSENTIAL DRUGS	
KINSHO INTERNATIONAL CORP.	4	336 048	PAPER, PRINTING, SPECIAL	
MILLIPORE INTERTECH, INC.	5	251 199	DRUG/BIOLOGICAL, PRODUCTION EQUIPMENT	
EASTMAN KODAK COMPANY	5	228 605	COMMUNICATION DEVICES, EDP	
NASHUA INTERNATIONAL LIMITED	12	227 351	PHOTOCOPIERS	
WANG LABORATORIES INC.	7	218 015	COMPUTERS, ACCESSORIES	
DEMPSTER INDUSTRIES INC.	4	217 119	PUMPS, SUBMERSIBLE	
EXPORT OIL FIELD SUPPLY CO.	95	210 287	WORKSHOP TOOLS, EQUIPMENT	
PC PLUS LTD.	181	193 282	COMPUTERS, ACCESSORIES	
WORLD NETWORK TRADING, INC.	55	186 834	COMPUTERS, ACCESSORIES	
CARLSBAD INT. EXPORT, INC.	5	179 974	BANDAGES, COTTON WOOL, GAUZE	
INGERSOLL RAND	3	174 361	COMPRESSORS	
THE THERMOS COMPANY	58	170 058	REFRIGERATORS	
FRIGIDAIRE INTERNATIONAL CO	7	133 217	AIR CONDITIONERS	
FUJI PHOTOFILM	49	129 642	VIDEO EQUIPMENT	
MC MASTER-CARR SUPPLY CO	39	127 352	WORKSHOP TOOLS AND EQUIPMENT	
SIMA	9	123 078	MODELS, ANATOMICAL	
T.F. HERCEG, INC.	10	117 338	REHABILITATION AND THERAPY EQUIPMENT	
PERRY OFFICE PRODUCTS	31	116 715	REHABILITATION AND THERAPY EQUIPMENT	
NORTH AMERICAN BUSINESS M.	60	110 188	AUDIO RECORD/PLAY SYSTEM	
RCA BUSINESS TELEPHONE SYST.	1	108 984	COMMUNICATION DEVICES, EDP	
VERNITRON MEDICAL PROD. INC.	1	107 488	MEDICAL INSTRUMENTS	
M.D. INTERNATIONAL INC.	7	105 510	HOSPITAL EQUIPMENT	
AROSE SALES, INC.	6	102 050	HOSPITAL FURNITURE	
PGI	3	99 617	PLASTIC GOODS, MEDICAL	
CHINA BUSINESS ASSOCIATES	4	98 026	COMPUTERS, ACCESSORIES	
THE VOLLRATH COMPANY	13	91 902	HOSPITAL UTENSILS, STAINLESS STEEL	
MOTOROLA COMMUNICATIONS INC.	9	84 626	RADIO RECEIVERS AND TRANSCEIVERS	
AMERICARE PRODUCTS	4	82 941	PLASTIC GOODS, MEDICAL	
TIDI-UNI/DISCO	4	81 494	BANDAGES, COTTON WOOL, GAUZE	

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
UNITED STATES OF AMERICA (continued)				
MAGELLAN SYSTEMS CORP.	2	75 015	RADIO RECEIVERS AND TRANSCEIVERS	
BUCKLEY DUNTON	4	71 533	OFFICE SUPPLIES	
MC MASTER-CARR SUPPLY CO.	18	67 932	WAREHOUSE BINS AND RACKING	
SHORR PRODUCTIONS	3	67 160	LENGTH MEASURING BOARDS AND DEVICES	
FORTY-SEVENTH STREET PHOTO	59	67 128	CAMERAS, ACCESSORIES	
GOVERNMENT TECH. SERV.INC.	14	66 438	COMPUTERS, ACCESSORIES	
GLOBE OFFICE SUPPLY CO. INC.	35	62 924	AUDIO-VISUAL EQUIPMENT AND SUPPLIES	
WESTFALIA SEPARATOR	1	62 770	VACCINE PRODUCTION EQUIPMENT	
NEW WORLD PROJECTS INC.	2	62 372	HAND-PUMPS	
ENTRE COMPUTER CENTER	13	61 450	COMPUTERS, ACCESSORIES	
ST. LOUIS PIPE AND SUP. INC.	2	60 927	PIPES, FITTINGS	
EASTMAN KODAK COMPANY	26	58 977	PROJECTORS	
IGLOO CORPORATION	3	56 769	COLD BOXES FOR VACCINE	
AIR SHIELDS INTERNATIONAL	5	54 903	HOSPITAL EQUIPMENT	
DELL COMPUTER CORP.	17	52 313	COMPUTERS, ACCESSORIES	
ATD-AMERICAN CO.	5	51 488	FURNITURE, FOLDING	
LAYNE AND BOWLER INC.	1	51 071	PUMPS, CENTRIFUGAL	
OTHER	666	2 283 775		
VIET NAM				2 163 510
CENTRE FOR TECHNICAL SERV.OF VACVINA	9	329 220	GARDEN TOOLS AND EQUIPMENT	
BIM SON CEMENT FACTORY	13	234 322	CEMENT, PORTLAND	
MECHANICAL FACTORY	6	136 615	HAND-PUMPS	
EDUCATION MAP CENTRE SCHOOL EQUIPMENT	6	133 319	KITCHEN EQUIPMENT AND SUPPLIES	
COMMERCIAL COMPANY BINH LUC	13	119 351	KITCHEN EQUIPMENT AND SUPPLIES	
UNION OF CEMENT/HA TIEN CEMENT FACTORY	8	113 264	CEMENT, PORTLAND	
INVESTMENT & TECHNICAL APPLICATION CO.	6	96 650	HEALTH WORKER BAGS, BRIEFCASES	
LUGIACO	6	96 300	HAND-PUMPS	
THONG NHAT PRINTING HOUSE	5	78 908	PAPER, PRINTING	
VIPIMEX	8	70 530	PAPER, PRINTING	
HAI PHONG FACTORY FOR ALUMINIUM	2	56 022	POTS, PANS AND TABLEWARE, ALUMINUM	
OTHER	100	699 010		

Annex IV (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item	Total purchase order value (United States dollars)
YEMEN	6			10 477
YUGOSLAVIA				
INTEREXPORT-HEMIJA	70	2 983 549	VACCINES	
OTHER	5	52 284		
ZAIRE	43			90 851
ZAMBIA	39			255 350
ZIMBABWE				1 666 545
CERTSEED INT. (PVT) LTD.	9	387 226	SEEDS	
NATIONAL TESTED SEEDS (PVT) LTD	2	289 833	SEEDS	
MOBILE MOTORS (PVT) LTD	12	219 989	VEHICLES	
MOREWEAR INDUSTRIES	3	72 194	WATER TANKS, STEEL	
H.C. BELL & SON ENG.(PVT) LTD	2	70 128	GRINDING MILLS	
T A INDUSTRIAL LTD	2	54 265	BICYCLES	
CIRCLE CEMENT	18	50 929	CEMENT, PORTLAND	
OTHER	186	521 981		
			GRAND TOTAL	304 919 049 b/

a/ Through accession of the German Democratic Republic to the Federal Republic of Germany with effect from 3 October 1990, the two German States have united to form one sovereign State. As from the date of unification, the Federal Republic of Germany acts in the United Nations under the designation of "Germany".

b/ Of which $92,684,057 are in developing countries as currently defined by the United Nations Development Programme.